A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 25, 1964

"...stick your chin up and your chest out and say, I am an American businessman..."

PRESIDENT JOHNSON

Business Bulletins *from around the world*

BELGIUM—Health insurance tax increased to uniform 5% for all workers in place of former total 4.2% for blue collar workers, 3.6% for white collar workers. Income ceiling on which tax paid raised from $168 to $231 per month. Higher taxes to cover improvements in health insurance program.

FRANCE—March imports were $731 million, up 17.3% from March 1963. Exports, at $630 million, also 17.3% higher.

Publishing industry has gone through period of consolidation since 1954. Some 20 firms now handle more than half total business; 7 largest companies account for more than one-third.

GHANA—Statistics show 1963 imports totaled $365 million against $333 million in 1962; exports for 1963 of $305 million compared with $322 million in 1962. Imports from U.S. dropped from $26.3 million in 1962 to $23.4 million in 1963, so that U.S. share of market fell from 12.7% to 6.4%. Principal supplier remains United Kingdom, with 34% of total market in 1962, 33% in 1963.

INDIA—Government permits 2 private sector steel companies—Tata Iron and Steel Co. and Indian Iron and Steel Co.—to expand existing capacity from 2 million and 1 million tons per year to 3 million and 2 million tons, respectively, during Fourth Plan (1966-71).

IRAN—Payments by Oil Consortium to Government amounted to $104.3 million for first quarter 1964.

JAPAN—Country formally admitted to membership in Organization for Economic Cooperation and Development (OECD).

JORDAN—John W. Mecom awarded concession for exploration of oil.

KENYA—East African Industrial Promotion Services (IPS) plans to finance plant, for manufacture of electric light bulbs, arc-lamps, fluorescent tubes. Plant should be in full production by year's end with output of 10,000 bulbs per day.

KOREA—Ssangyong Cement Company opens new plant, constructed by West German firm, to produce 400,000 tons of cement annually—almost 30% of 1963 consumption. Total cost of construction was $11,885,000, partially financed by West German loan. Abundant limestone, clay deposits, anthracite nearby can meet most of plant's needs, but 40% of coal requirement must be imported bituminous.

MALAYSIA—2 new 100 kilowatt television transmitters recently opened in Malaya, one in Ipoh area north of Kuala Lumpur, another in Seremban area to south. Government expects to have completed enough transmitters by end of July to bring television to entire west coast area of peninsula.

NETHERLANDS—Rogers Corporation of Connecticut, Balamundi Nederland N.V. to engage in joint research program for development of microporous synthetic leather.

NIGERIA—Technical training center on use of data processing equipment, sponsored by IBM World Trade Corporation, opens at University of Ibadan. Center will train English-speaking Africans in economic, commercial subjects, data processing, computer techniques in 2-year course.

NORWAY—Following successful dollar loan on London market Oslo launched loan of 40 million DM on German capital market through German bank consortium. Loan issued at 99.5% of face value with 6% interest. Proceeds will not be earmarked for any specific purpose, probably used chiefly for power expansion, subway building.

PAKISTAN—Government announces release of $28.4 million in foreign exchange for importation of raw materials, capital goods, essential consumer goods—$10.5 million to establish medium-sized industries based mainly on local raw materials; $3.2 million for jute broadlooms for East Pakistan; $4.2 million for essential consumer goods; $10.5 million for industrial raw materials.

PERU—Enabling decree activates 1955 statute abolishing state tobacco monopoly. Under terms of decree, tobacco monopoly either to be abolished entirely or converted to autonomous producer, depending on quantity of domestic production at end of 5 years. Import duties on manufactured tobacco, most tobacco products to be modified, increased to promote, develop domestic industry. Imports of tobacco, other materials essential for domestic manufacture, machinery to enjoy tax exemptions based on 1959 Industrial Development Law.

SAUDI ARABIA—5-man Department of Interior survey team arrives to carry out preliminary economic feasibility studies for contemplated seawater desalinization, power-generating plant in Jidda.

SWITZERLAND—Northeastern Swiss Power Supply Company plans construction of nuclear power station to be equipped with 250,000 kilowatt U.S.-manufactured reactor. Production of electricity for commercial use scheduled to start in 1969 or 1970.

SYRIA—Polish firm, Sikob Company, awarded $625,000 contract by municipality of Aleppo for construction of modern slaughterhouse. Contracts for $2.5 million worth of associated facilities, including sewerage, waste disposal plant, cold storage plant still pend.

THAILAND—Government signs contract with U.S. firm for construction of multi-million dollar industrial estate. Surveys for possible sites underway.

Plans announced to purchase 100 fork lift trucks, with first 30 to be purchased in 1964.

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the cover

President Lyndon B. Johnson and Secretary of Commerce Luther H. Hodges display the "E" award flag which has now been presented to 500 U.S. companies, banks, universities, and other organizations which have played a role in expanding sales abroad. Names of recipients are in the background. The 500th award was presented collectively to 10 firms in a May 18 ceremony in the White House Rose Garden. Story starts on page 2.

International Commerce

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May 25, 1964 Volume 70, Number 21

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4 'E' award program has second birthday, passes into third year as lively part of Commerce Department's export expansion drive

5 500 winners of 'E' awards use certificates in a thousand ways—from costume jewelry for women's coats to household disinfectant

6 Kennedy Round of GATT negotiations warms up; delegates agree on policy statement; tariff reduction exceptions to be tabled Sept. 10

8 Yugoslavia in midst of ambitious industrial expansion program; trade mission going over to probe possibilities of more trade

10 International payments position achieves near-balance in 1st quarter of '64; wheat shipments to USSR play large role

12 Some folks hire halls for expositions but chemical firm leases luxury steamer; ship provides successful international exhibit

13 Neil Hurley travels with Secretary Hodges on Limp-Lettuce Trail into Central America, learns of cabinet official's punctuality

14 Bang-up celebration held in New Orleans; world trade saluted at enthusiastic Mississippi Valley conference; 400 persons attend

15 Cargo-passenger liner approaching Guanabara Bay in Brazil, hauls 41 exhibits from fancy candies to diesel engines on 45-day trip

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16 Trade Center in Tokyo schedules sporting goods show to coincide with 18th Olympic Games; thousands of sports-minded businessmen expected to attend

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Frank C. Sullivan—Republic Powdered Metals

President gives 500th E award

Dwayne L. Wallace—Cessna

By CLARK JONES

Staff Writer

President Lyndon B. Johnson, fond of using the White House Rose Garden for press conferences, used it for another purpose May 18.

In a late afternoon ceremony, the Chief Executive used the garden—now largely filled with tulips—to tell some 25 American businessmen of his future hopes for "every boy born in this country."

"I hope that we can say (to them) that 'You have a chance regardless of how humble your origin, how you spell your name, what region you live in, what race you come from, what religion you belong to that you some day have a chance to grow up and take great pride in the fact that you are an American businessman; that you can stick your chin up and your chest out and say 'I am an American businessman and participate in the American business community.'

"I hope, too, that we can always feel that a child can grow up and be a member of a responsible labor movement in this country and take pride in that fact."

He made these remarks as he presented businessmen, representing 10 companies with an "E" award for helping the country in its export expansion drive. The occasion marked the collective presentation of the 500th award.

In welcoming the exporters to the ceremony, the President said, "This is such a proud occasion for me that I asked (Secretary of Commerce) Luther Hodges to let me fly an 'E' flag above the White House.

"After some consternation and consideration, he said, 'Mr. President, when you have done as much for the economy as these people have, I will consider it.'"

One of the Commerce Secretary's "illustrious predecessors in the field of private enterprise," President Johnson added, was Benjamin Franklin who "holds the record, I think, for the understatement about the value of commerce to a republic. 'No nation was ever ruined by trade.'"

"He might well have said that trade is the health of any nation, for that is exactly the case," the President went on.

Johnson called the economy "robust" and gave much of the credit to "businessmen like you who have gone out to develop new world markets for the products of American ingenuity and enterprise."

He called attention to the fact that U.S. exports have risen 10% since the late President Kennedy "unfurled the first flag." The 1963 figure stood at $22.3 billion. Johnson predicted "new records are on the horizon."

The Chief Executive said, "In the first three months of this year, our exports are running at an annual rate of more than $24 billion. Such heartening advances just don't happen. They are the result of cost-conscious management, hard-selling business, backed by the most effective government policies for export promotion and investment incentives this country has ever known.

"This cooperation has helped to bring into export trade some 3,000 businesses that never before sold abroad—including one firm that created a market overseas for barbecued chicken and is now selling its equipment around the world. I saw it in a world trade fair when I was overseas not long ago," the President said.

The 10 business firms represented north, south, east and west. The companies, and accepting officials, are:

Allis-Chalmers Manufacturing Co., Milwaukee, Wisc. Robert S. Stevenson, president.

Caladino Farm Seeds, Inc., Willows, Calif. Carl G. Mehring, president.

Cessna Aircraft Co., Wichita, Kansas. Dwayne L. Wallace, president.

A. W. Chesterton Co., Everett, Mass. A. D. Chesterton, president.

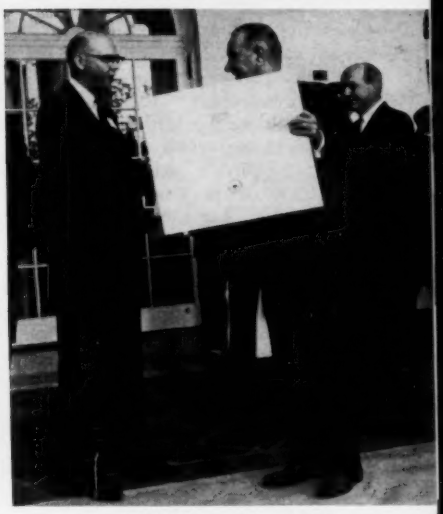
Thomas T. Dunn—Union Bag-Camp Paper Corp.

W. Bradford Wiley—John Wiley & Sons

Harold Y. Sampson—Wilkerson Corp.

A. D. Chesterton—A. W. Chesterton

William S. Vaughn—Eastman Kodak



Stan B. Hanssen—Hanson Scale

Eastman Kodak Co., Rochester, N.Y. William S. Vaughn, president.

Hanson Scale Co., Northbrook, Ill. Stan B. Hanssen, president.

Republic Powdered Metals, Cleveland, Ohio. Frank C. Sullivan, president.

Union Bag-Camp Paper Corp., Savannah, Ga. Thomas T. Dunn, executive vice president.

John Wiley & Sons, Inc., New York, N.Y. W. Bradford Wiley, president.

Wilkerson Corp., Englewood, Colo. Harold Y. Sampson, president.

Allis-Chalmers Manufacturing Co. obtains foreign distributors through on-the-spot investigations by the field staff, usually in cooperation with home office personnel. In 1963, the firm's exports totaled 16% of the sales volume.

The company develops special design for overseas markets when it sees a good sales potential. For example, the firm's gleaner combines, unlike the units used by American farmers, are equipped with bagging attachments instead of grain bins. This bagging equipment consists of a platform on which the grain is sacked as it is harvested—a common practice in many countries.

Caladino Farm Seeds, Inc., points with pride, a company official said recently, to its record of never having had a shipment—it has exported millions of pounds abroad in the past 10 years—rejected "in a manner that would have required the seed to be returned to the U.S."

The seed firm currently markets approximately 65% of the total U.S. production of Ladino clover seed, and in 1961-62, according to Foreign Agricultural Service figures, shipped 74% of the total U.S. exports of that seed. Export volume for 1962-63 was 34% of the total sales.

Cessna Aircraft Co. prides itself in its worldwide sales and service organization. In 1963, it initiated newsletters and owner's manual in Spanish to help the firm's Spanish-speaking dealers and customers.

The company's distributor-dealer coverage rose from one distributor, franchised in 1946, to 32 distributors, 57 distributor's dealers, 11 direct factory dealers and 12 special dealers in 1963—a total of 112. Its exports total 22.9% of the entire sales volume.

A. W. Chesterton Co. employs only 100 persons but has developed its export program into a "precise and organized procedure." It follows two rules upon entering a foreign market: to visit the distributors personally and to make detailed preparations before a trip to make sure the Chesterton representative knows the local market, the need there for packings and how to sell them in that economy.

In 1964, its overseas sales were 26% of the total sales volume.

Eastman Kodak Co. has always sold "a significant amount" of goods outside

the United States ever since it started before 1900. Its overseas markets include countries in Europe, Latin America, the Middle East, Africa, and the Far East.

Its exports in 1962 totaled 12.1% of the entire sales volume.

Hanson Scale Co. became aware of export possibilities only six years ago. Its sales overseas have risen steadily and fast each year.

The company attributes its success to personal contact. Overseas representatives advised the firm of local market conditions and requirements. Colors and trims were altered to suit local tastes.

Republic Powdered Metals, Inc. reports getting off to an early start in 1963 when its overall winter sales volume rose 15%—an increase not usually obtained until the spring. For the entire year the company received "more orders from more countries around the world than we dared imagine a mere two years ago."

The firm's shipments abroad were 12.3% of the total sales volume.

Union Bag-Camp Paper Corp. continually conducts a "vigorous and successful export promotion campaign" and has introduced a semi-chemical corrugating medium and wet strength water repellent board in the use of special corrugated boxes.

Its export sales of paper and chemical products more than doubled in the 1952-61 period, the total being 4.5% of the entire sales volume in 1961.

John Wiley and Sons, Inc., maintains the highest percentage of book export business, based on its annual volume, among the major American book publishers. The percentage is the result of the firm's early explorations of world markets and careful planning for solutions to problems of credit, distribution, foreign production and marketing in general.

There is a worldwide demand for Wiley books—especially reference and professional books in engineering and the sciences. In 1962, the company's foreign sales were up 8.4%, despite varying market conditions abroad which made overseas bookselling increasingly complex.

Wilkerson Corp. has continually expanded its international distribution of compressed air products, largely because of the personal interest of its president. The company's head man is a firm believer in having exports make up a significant segment of the total business in the country, perhaps as much as 40%.

The corporation's 1st quarter exports in 1963 were 15.2% of the total sales volume.

Export trade boasts hundreds of newcomers since inception of 'E' program 2 years ago

Pennants pop up across nation as export activity gains; most States, variety of products and services represented

By MARGARET HANSON
Staff Writer

The "E" award program, which passed the 500 mark in presentations last week, recently celebrated its second birthday.

Hundreds of U.S. firms have substantially increased their sales abroad and more than 2,300 newcomers have entered the export field since the program's inception more than 2 years ago.

The Presidential "E" for Export award is a lively part of the Commerce Department's export expansion drive which was launched in 1960 with the cooperation of several other Federal agencies.

Given during World War II for excellence in defense production, the "E" symbol was revived by Executive Order of Dec. 5, 1961, for excellence in exporting.

The first awards under the program were presented on March 28, 1962, when 10 firms were honored at a White House ceremony. By the end of 1962, the "E" had been presented to 156 firms; in 1963, to an additional 239; and this year, in the months before the Rose Garden ceremony of last week, to more than 100. From Maine to California and Hawaii and from Alaska to Texas and Florida, 84% of the States are represented. That so many of these States are inland proves that firms need not be near the coast to export.

35 categories

By Standard Industrial Classification number, 35 categories are represented among the firms displaying the "E" emblem. Machinery, except electrical, leads the list. A variety of services also are given recognition.

The President's "E" award is made to persons, firms, and organizations who make significant contributions to the export trade of the United States. The award consists of a blue "E" on a white flag and a Certificate—executed in the name and by authority of the President—citing the recipient's contribution.

A special "E" Certificate of Service may be awarded for contributions to export expansion in activities other than the marketing of products.

A person, firm, or organization interested in an "E" for Export award may apply through the nearest Commerce Department Field Office. The Field Office will assist in completing the application form.

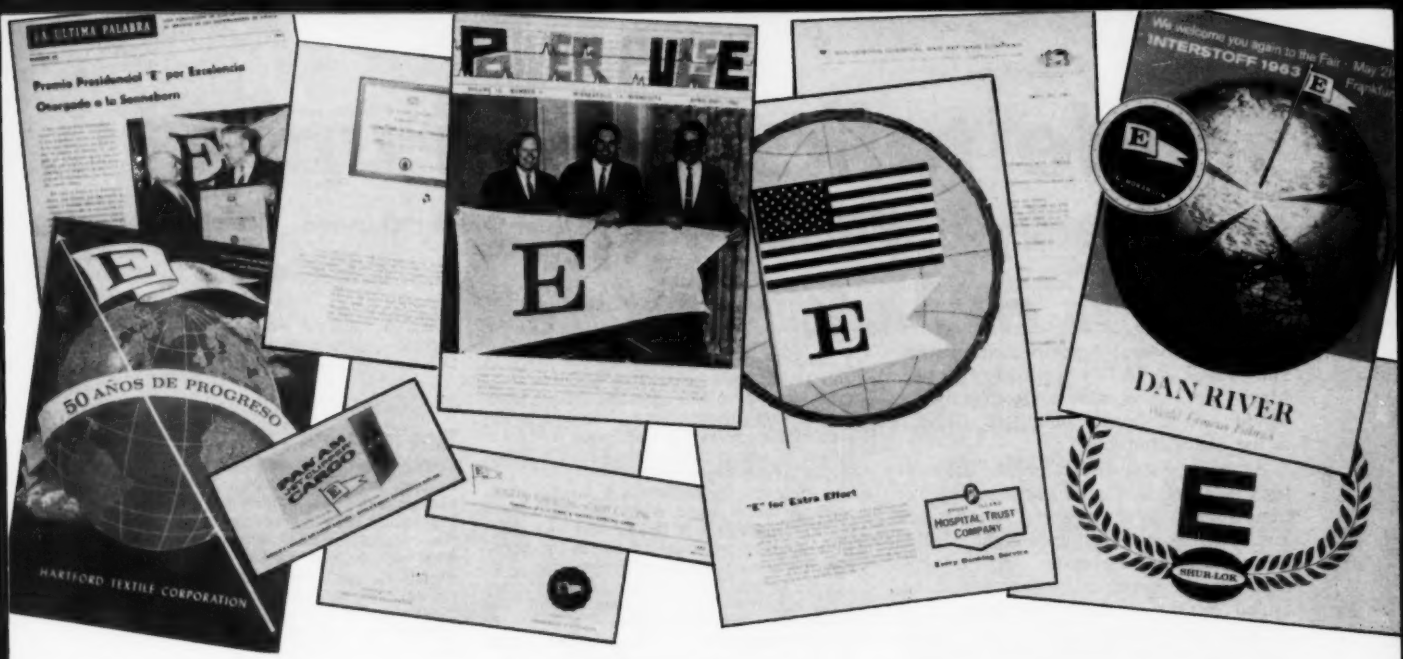
The application is signed by the Director and sent to the Commerce Department's Office of Field Services in Washington for further processing. The President's "E" Award Committee—representatives of the Departments of Agriculture, Interior, and Labor; the Agency for International Development; Eximbank; Small Business Administration; and the Bureau of International Commerce, Business and Defense Services Administration, Office of Field Services, and U.S. Travel Service in the Commerce Department—considers the application. Final selection is made by the Secretary of Commerce.

Selection standards high

In evaluating an applicant's tangible success in export markets, the Award Committee is guided generally by the following criteria: A substantial increase in volume of exports on a sustained basis; successful introduction of a new product into U.S. export trade; development of a market abroad for an existing product not previously exported; breakthrough in a market where competitive conditions are extremely difficult; opening of a new trade area previously closed to U.S. companies.

For the "E" Certificate of Service, the Committee requires evidence of marketing and promotional services made available to, and used by, exporters in development and expansion of export markets.

The "E" award can be won by both large and small companies; but the criteria are hard to meet and the honor is not easy to attain. If you feel that you have contributed significantly in penetration or expansion of export markets, get your application today.



500 winners fly millions of 'E's a thousand ways

U.S. firms tell the world of honor when President's award is received

By JAMES ROURKE
Staff Writer

Now and then it will pop out at you unexpectedly, from places you wouldn't have thought of looking.

Variously, it has appeared with, on or as:

Costume jewelry for women's coats.

Cattle feed in burlap bags.

An oil company's annual report.

A bottle of household disinfectant, pine-scented.

Ash trays, paper cups, screwdrivers and key rings.

Flying the flag

These are the props U.S. manufacturers employ to advertise to the world that they've received the President's "E" award for excellence in export—the certificate, on crinkly parchment, and the big white flag with the big blue letter, attesting to "outstanding contribution to the Export Expansion Program of the United States of America."

Sometimes the "prop" is the company's product, bearing a reproduction of the "E" flag on bag or wrapper.

(Delta Chemical Laboratory of New Orleans, maker of household disinfectant, uses the symbol on bottle labels. For South American customers, the award is explained in Spanish.

(Lipscomb Grain & Seed Co., Springfield, Mo., proclaims its prize both on paper and on burlap, shipping feed by the bagful in the U.S. and abroad. For customers in Hong Kong, the explanation is in Chinese.)

Like many another "E" winner, Lipscomb also uses the symbol in its advertising and customer-relations programs—in one instance, on paper cups. Imperial Oil & Grease Co. of Los Angeles emblazons it on glassware.

Tools and jewels

Charles L. Gambel & Co., New Orleans, puts it on an ashtray. The Peerless Pumps people make it part of a miniature screwdriver. For the Richford Corp. of Oceanside, N.Y., it's the "jewel" in a woman's lapel pin.

Richford also is among winners who carry a reproduction of the flag in the letterhead on company stationery. Sawyer's, Inc., of Portland, Ore., puts the message—and the flag—on the mail that goes through the postage meter. Officials of Success Greeting Card Co., Brooklyn, N.Y., have it on business cards. C. G. Hokanson Co., Los Angeles, used it in designing a company decal.

When Electronics, Inc., of Vermillion, S.D., received the award, officials elected to spread the news by printing it on the company's checks. The publishers of Quick Frozen Foods Magazine incorporated the flag into the magazine's masthead.

Quaker State Oil Refining Corp., Oil City, Pa., is one of many winners to reproduce the Presidential citation in one form or another. It appeared in the firm's annual report to stockholders.

Picture this

The cover of the Nicholson File Co. annual report showed the "E" flag flying over the firm's plant in Warren, Mich. The company also published a picture-postcard which shows the flag being hoisted at its East Providence, R.I., plant.

With text in English, Spanish, German and French, scores of U.S. firms have told the "E-for-Export" story in company newsletters, newspapers and magazines, in trade-journal advertising and in company catalogues, brochures and pamphlets.

Dan River Mills, Inc., of Danville, Va., reproduced the flag on literature prepared especially for an international trade show in Frankfurt. Schacht Associates of New York used it on the cover of a 5-language catalogue. New York Auction Co. featured it in a specially published "scrapbook" of its activities in the fur market—and distributed 15,000 copies in the U.S. and Europe.

Sonneborn Chemical & Refining Co. described its award in a Spanish-language bulletin distributed throughout Latin America. In addition, the firm made replicas of the citation for every one of its plants, sales offices, representatives and distributors.

Obvious conclusion: Here's a horn worth tooting.

Trade talks warm up

Cabinet-level delegates of 43 nations adopt policy statement at Geneva

The Kennedy Round of negotiations under the General Agreement on Tariffs and Trade (GATT) formally opened May 4 in Geneva with a meeting of the Trade Negotiations Committee (TNC) at the Ministerial level.

After 2 days of discussion, the cabinet-level delegates of the 43 participating nations agreed on the policy statement below. The major accomplishment of the talks was the agreement that exceptions to the tariff reduction would be tabled on the working hypothesis of a 50% linear reduction. Tabling of exceptions lists was set for September 10 of this year.

The Ministers reaffirmed their decision of a year ago that there should be a bare minimum of exceptions and that these should be subject to confrontation and justification. They agreed further that exceptions should only be necessitated by reasons of overriding national interest.

The Ministers also reaffirmed certain other principles agreed upon at the Ministerial meeting of May 1963, principally: that with respect to agriculture the trade negotiations should provide acceptable conditions of access to markets for agricultural products; that the trade negotiations would deal with nontariff barriers as well as tariffs; that every effort should be made to reduce barriers to the exports of less developed countries and that this should be given particular attention in the approach to the question of exceptions.

Much remains to be done before the actual bargaining can get under way. The United States wants to see satisfactory progress in the formulation of negotiating rules before the September date for tabling exceptions. Hopefully, these will include an acceptable formula for dealing with disparities as well as means for including agriculture in the negotiations.

There are other aspects of the negotiations that will require a great deal of work before barriers to trade can be bargained away. (See INTERNATIONAL COMMERCE, May 4, page 2).

The following countries should be added to the list of trade negotiators that appeared in the May 4 issue of INTERNATIONAL COMMERCE, page 6:

Dahomey, Gabon, Indonesia, Ivory Coast, and Poland.

Tariffs

1. The Trade Negotiations Committee in opening the trade negotiations, notes that:

- The rate of 50 per cent has been agreed as a working hypothesis for the determination of the general rate of linear reduction provided for in paragraph 4 of the Resolution of 21 May 1963;
- the ultimate agreement on tariff reductions in accordance with the application of this hypothesis is linked with the solution of other problems arising in the negotiations, for example, tariff disparities, agricultural problems, exceptions and non-tariff problems and, in general, with the achievement of reciprocity;
- it is the intention of the participants to cooperate to solve these problems.

2. The Trade Negotiations Committee decides that exceptions lists will be tabled on the basis of the hypothesis of a 50 per cent linear reduction.

It is recognized that nothing in the negotiating rules would preclude any participant from making a larger reduction in, or completely eliminating, duties on particular products.

3. The Trade Negotiations Committee notes the progress made towards solving the problems relating to the question of disparities.

4. The Trade Negotiations Committee recalls that it was agreed on 21 May 1963, that there should be a bare minimum of exceptions which should be subject to confrontation and justification.

It decides that the method to be followed for such confrontation and justification shall be elaborated as rapidly as possible and that the study of that method shall be undertaken immediately. The method shall take account of the need to safeguard the confidential nature of the negotiations.

It decides also that exceptions lists shall be tabled on 10 September 1964, such exceptions to be necessitated only by reasons of overriding national interests. These exceptions are distinct from any modification of its offers which, as agreed by the Ministers at their meeting in May 1963, it shall be open to each country to make in the course of the negotiations, where this is necessary to obtain an overall balance of advantages between it and the other participants.

Agriculture

The Committee while reaffirming that the trade negotiations shall provide for acceptable conditions of access to world markets for agricultural products in furtherance of a significant development and expansion of world trade in such products, notes that it has not yet been possible to formulate agreed rules to govern, and methods to be employed in, the negotiations. In view of the importance of this subject to the success of the negotiations, the necessary rules and procedures shall be established at an early date.

The Committee notes that negotiations have been initiated with a view to the formulation of general arrangements on certain products. The negotiations have so far related to cereals and meat, and preparations have been made for the early initiation of such negotiations on dairy products.

Non-tariff barriers

The committee recalls that the trade negotiations must relate not only to tariffs but also to non-tariff barriers.

It notes that many participants have already indicated the measures on which they wish to negotiate, and that others will shortly do so. In view of the importance for the full success of the negotiations of solving these problems, the Trade Negotiations Committee shall, at an early date draw up the necessary procedures.

Less-developed countries

The Committee reaffirms that in the trade negotiations every effort shall be made to reduce barriers to exports of less-developed countries and agrees that this consideration should be borne particularly in mind in the approach to the question of exceptions.

The Committee notes with satisfaction that all participants are prepared to consider the possibility of taking such steps as are open to them to make cuts deeper than 50 per cent in or to eliminate completely, duties on products of special interest to less-developed countries.

The Committee also notes with satisfaction the intention to entrust to a special body the task of examining and calling attention to any problems arising in the negotiations which are of special interest to the less-developed countries and of acting as a focal point for bringing together all issues of interest to these countries.

The Committee agreed that it would pursue further the question of trade in tropical products with a view to working out arrangements and procedures for their treatment in the negotiations.

The Committee recalls the decision of the Ministers that developed countries cannot expect to receive reciprocity from the less-developed countries. It agrees that the contribution of the less-developed countries to the overall objective of trade liberalization should be considered in the light of the development and trade needs of these countries. Argentina and Brazil accepted this paragraph on the understanding that the phrase "development and trade needs" covers the requirements of the current financial situation.

Low tariff levels

Countries with a very low average level of tariffs

The Committee notes that the countries concerned reserve the right to submit proposals in this connection at a later date.

Countries with a special economic or trade structure

1. The Committee agrees that Canada

falls in the category of countries with a special economic or trade structure such that equal linear tariff reductions may not provide an adequate balance of advantages.

2. The Committee further agrees that Australia, New Zealand and South Africa are countries which have a very large dependence on exports of agricultural and other primary products and therefore, by virtue of the understanding reached at the Ministerial Meeting in May 1963, also fall in the category of countries referred to in 1 above.

3. The Committee reaffirms that the objective in the case of all these countries should be the negotiation of a balance of advantages based on trade concessions by them of equivalent value.

4. The Committee notes that appropriate procedures in pursuance of this objective have been agreed.

5. The Committee notes with satisfaction that Greece and Portugal have indicated their intention to participate actively in the negotiations and will be submitting proposals at a later date on the basis for their participation.

Participation of Poland

The Committee notes that there has been under consideration for some time the question of ways and means of Poland's participation in the Kennedy Round. This consideration has taken place on the basis of the Polish proposals listed and explained in TN. 64/NTB/15. The interest of Poland in participating actively in the trade negotiations is warmly welcomed and there is general agreement that it should be feasible to work out a practical arrangement. The Committee recommends that these discussions should be actively pursued to an early conclusion.

AID loan assists Pakistan in power development plans

A new thermal power station will be built in West Pakistan with the assistance from an $18.1 million loan authorized by the Agency for International Development.

The plant, designed to add 132,000 kilowatts to the capacity of the main power grid of West Pakistan, will be built at Lyallpur over the next 3 years.

The AID loan will be provided to finance the cost of goods and services to be procured from the U.S. for the project.

A feasibility study has been made by Commonwealth Associates, Inc., of Jackson, Mich., and the power market of West Pakistan has been surveyed by Harza Engineering Company International, general consultants to the West Pakistan Water and Power Development Authority.

The Authority, a semi-autonomous agency of the Pakistan Government, will build and operate the plant.

Local currency costs of the project, estimated at more than $9 million equivalent, will be financed by the Authority.

Senator Magnuson calls for corps of expert salesmen to assist U.S. commercial officers overseas

Veteran sales personnel would be recruited to stimulate interest in U.S. goods and services; could report on opportunities for new markets

Senator Warren G. Magnuson (D-Wash.), in an address before the San Francisco Area World Trade Association, last week proposed enlisting veteran American sales personnel in an "Export Expansion Service" to stimulate interest overseas in United States products.

Magnuson, Chairman of the Senate Committee on Commerce, said that the volunteer sales service could supplement the work done by the Commercial Attaches at our Embassies abroad.

"Consider how much could be accomplished by placing in a country with a developed market, a man with 30 or even 40 years of hard, competitive selling experience," Magnuson told his audience.

"Free from a desk, armed with preliminary grounding in the language and economy of the assigned country, he could get out into the business community with a keen and experienced eye for sales opportunities. He could sit down with his sales counterpart in the business community of any country in the world, talk knowledgeably and in the language of trade that the business man understands about American product lines and suitability for the local market, and he could lay to rest many of the misconceptions about doing business with Americans."

"Equally important," Magnuson continued, "he will be able to convey back to the American businessmen at home an accurate and realistic picture of the opportunities for new market penetration."

Need in all countries

Magnuson emphasized that the possibilities for fruitful export trade were not limited to developed countries, but that experienced sales personnel could well spot opportunities for healthy trade relationships in countries with developing aid projects.

"Too often," he said, "U.S. aid dollars have helped a developing country to its feet only to see our competitors from other countries cash in on the resulting new markets for modern industrial plants, machinery, chemicals and transport equipment. We need alert businessmen on the scene to discover and exploit these opportunities and to find ways of selling what these growing countries need. Trade and aid must become inseparable partners."

Magnuson, who titled his address "Arming for a Trade Offensive," said that he had instructed the staff of the Senate Commerce Committee, in cooperation with the Commerce and State Departments, to explore the feasibility of an "Export Expansion Service," and to blueprint a concrete proposal for such a service.

The Commerce Committee Chairman appealed for counsel and assistance from the business community in advancing the program.

"I believe, and I know that you share the belief, that the natural partnership between government and business offers great promise for the future of American exports," he concluded. "More than that, the future role of the United States as a leader of nations depends in no small part upon the success of that partnership."

SPANISH MANUFACTURER

A leading Spanish manufacturer of plastics for automotive trim, consumer goods, battery cases seeks joint venture, supplemented with adequate technical assistance, in field of plastics manufacture.

The investment involved by U.S. firm is estimated at $1 million. Spanish firm willing to discuss appropriate representation on board of directors and in management. Products of firm include molded plastics by injection for automobile steering wheels and trim, parts for electrical household appliances, and cabinets for radio receivers.

For further information write Productos Aislantes, S.A. (PAISA), P.O. Box 34, Renteria, Guipuzcoa, Spain.

U.S. Trade Expansion Mission to visit Yugoslavia this fall

Five fields of experience to be represented by members of first Mission since 1959; volunteers being recruited

A U.S. Trade Expansion Mission to Yugoslavia is scheduled by the Department of Commerce for October 3–31.

Yugoslavia is in the midst of an ambitious industrial expansion program calling for increased purchases of capital goods. Additional sales potentials result also from the substantial increase in tourism and exports to hard currency markets.

Operations of the Mission will confirm and strengthen the position the United States enjoys as a major supplier of capital goods and semimanufactures to Yugoslavia. Further, as a temporary extension of the present commercial services offered by our Embassy, the Mission provides an opportunity to explore in depth the potential of Yugoslavia as a market for U.S. consumer goods, services, and other products not presently sold in quantity.

The phasing out of U.S. aid and consequent reduction of aid-financed exports to Yugoslavia means that U.S. exporters will have to exercise greater initiative in selling to Yugoslavia. The findings of the Mission will be reported to the U.S. business community.

Members to be recruited

Five businessmen, with specific backgrounds as described below, will be recruited for the Mission. Applicants wishing to volunteer their services are requested to make known their availability to the Bureau of International Commerce, Director of the Trade Missions Division, Department of Commerce, Washington, D.C., 20230, or to any Commerce Department Field Office.

Within the following fields, at least one specialist must be fully conversant with the requirements and problems of international licensing agreements:

Packaging: Special knowledge of packaging techniques, machinery, and equipment—related not only to foodstuffs but also to other consumer goods—design, adaptability, requirements, weighing, filling, labeling. Of particular significance because of the Yugoslavian interest in increasing its exports. Food processing experience desirable.

Engineering, production: Knowledge of the widest possible range of industrial plants and equipment—design, construction, operation. Experienced in production equipment field; knowledge of plant and equipment requirements, including requirements for improvement of existing plants. Capable of advising on availability, costs, potentialities, performance, and maintenance of U.S. industrial equipment. Knowledge of problems incident to licensing arrangements.

Electronics, components: Technically qualified in the general field of electronics and components as related to industrial and commercial uses—tubes, transistors, diodes, capacitors, resistors, inductors. Knowlegde of technical capabilities, adaptation, requirements, use, and new U.S. developments and sources of supply.

Heavy construction, mining: Experienced in broad area of on- and off-the-road transport, earthmoving, mining, and related industrial equipment. Competent to advise on requirements, capabilities, use, U.S. sources of supply for machinery designed for construction, excavation, and mining—derricks, hoists and rigging, pile drivers, power shovels, pneumatic tools, and conveyor equipment.

Petrochemicals: Specialist in application of latest U.S. technology and equipment —feasibility studies, plant construction, production methods, machinery requirements, end products. Broad knowledge of equipment and technical information employed in transformation of industrial chemicals into intermediate and finished products. Able to demonstrate advantages of U.S. equipment.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

U.S. exporters urged to submit specific business proposals

Mission will take BP's to interested Yugoslav companies

U.S. firms interested in doing business in Yugoslavia are invited to submit their Business Proposals to the Director of the U.S. Trade Expansion Mission. The closing date for submission of Business Proposals is August 25.

U.S. companies with a product or service to sell, those seeking agency or distributor relationships, or firms interested in entering into other types of business arrangements, except direct investment, are invited to participate in this program.

The Business Proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Yugoslavia prior to arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific U.S. proposal. U.S. firms will be provided with the names of those companies in Yugoslavia which express a definite interest in order that follow-up action can be taken.

To submit a Business Proposal, please answer the questions below and submit with 2 copies to Department of Commerce, Trade Mission to Yugoslavia, Washington, D.C., 20230.

► What product or service do you wish to sell or offer?

► Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.

► Are you interested in a joint ven-

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in Yugoslavia. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

ture? If so, describe your proposition briefly giving details of products or services to be provided.

► Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

► Do you wish to import for your own account or act as a commission agent?

► What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission member can make the most effective sales presentation. Data on the size and scope of your firm, catalogs, and pricelists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal for distribution in Yugoslavia; however, no more than 50 single sheets can be shipped abroad for each Business Proposal.

Trade Missions report 1,000 chances to sell in several principal world markets

At 16 cross-country stops, members will discuss specific opportunities to export to Germany, Venezuela, Australia, New Zealand; 1,500 U.S. businessmen expected to attend

Members of U.S. Trade Missions early next month will report to American businessmen in 16 cities on broad trade prospects and specific sales opportunities in several major world markets.

Mission members will make their reports at meetings arranged at the request of the Commerce Department's Bureau of International Commerce in Detroit, Minneapolis, and St. Louis, June 9; Buffalo, Cincinnati, Atlanta, Pittsburgh, and Dallas, June 10; Philadelphia, Chicago, Los Angeles, and Seattle, June 11; Portland, Rochester, and Memphis, June 12; and Cleveland, June 15. A total of 1,500 businessmen are expected to attend.

Mission members will report on the market for building materials, industrial machinery and equipment, and consumer goods in West Germany, Venezuela, Australia, and New Zealand, and lay before U.S. businessmen more than 1,000 specific trade leads.

The meetings will be sponsored by chambers of commerce, world trade clubs, and other business associations, in cooperation with the Department's Field Offices.

Communicate with Field Office

Businessmen interested in discussing the sale of their company's products with individual Mission members, and investigating the many opportunities for licensing agreements, joint-venture arrangements, and investments in new industrial developments in areas visited by the Trade Missions, should get in touch with any Commerce Department Field Office.

The business leaders who served on the Missions found potential customers for dairy, meat, and food processing and packaging machinery and equipment; high-production specialty machine tools; control instruments; highly specialized electrical and electronic equipment; textile and related machinery and equipment; chemicals; and specialized materials-handling and roadbuilding machinery and equipment.

Attractive markets for expanded U.S. exports also were found for sliding aluminum windows and doors, portable power tools, insulation materials, asphalt roofing shingles, aluminum tub and shower enclosures, portable heating equipment, lightweight paint-spraying equipment, hot water heaters, and plumbing fixtures.

Reports of the individual members of the recent Trade Missions were presented in INTERNATIONAL COMMERCE as follows: New Zealand, April 13; Germany, April 20; Venezuela, April 27; and Australia, May 4.

Market profile—Yugoslavia

Government: A federal socialist republic based on communist principles but independent of direction by the Soviet Union.

Geography: Area, 98,766 square miles, roughly the size of Wyoming. Divided into six republics and two autonomous regions.

Topography and climate: Over 70% mountainous terrain, with long and attractive coastline on Adriatic. Climate varies considerably according to region, but is generally mild, with heavy seasonal rainfall.

Population (1964, projected): 19,294,000. Composed of Serbs, Croats, Slovenes, Macedonians, Albanians, Montenegrins, and Hungarians. Five major languages: Serbo-Croatian, Slovenian, Macedonian, Albanian, Hungarian.

Education and information: Attendance at primary school for 8 years is free and compulsory; 80.3% of total population over 10 years is literate. There are 19 daily newspapers, three television stations (126,000 TV sets), and 1,613 movie theaters (1962).

Income: Gross national product in 1962 was $5,611 million: Agriculture and forestry, 25%; mining and manufacturing, 37%; construction, 7%; and other, 31%. Per capita income was about $250.

Currency: Unit is the dinar. $1 = 750 dinars.

Gold and convertible currency reserves (March 31, 1963): $104 million.

Exports (1963): Total, $790 million; to the United States, $50 million, for furniture, wood products, metal semimanufactures, tobacco, textiles.

Imports (1963): Total, $1,057 million; from the United States, $165 million, for grains, cotton, and vegetable oil under PL 480, industrial machinery, metalworking machinery, ores, and coke.

U.S. international payments position achieved near-balance in 1st quarter

Most of improvement occurred in March; April reversal indicated; wheat shipments to USSR lead $180 million rise in merchandise exports

During the first quarter of 1964 U.S. international reserves increased by $51 million, and liquid liabilities to foreigners dropped by $155 million, resulting in an improvement in our net position on these international accounts by $206 million.

Seasonal factors had a favorable influence, mainly because travel expenditures abroad are low, but also because net capital outflows are usually less than the quarterly average of the yearly amounts.

During the first quarter these and other seasonal factors improved the balance by about $250 million, so that after adjustment the balance was adverse by the relatively small amount of about $40 million. Changes in U.S. international reserves and net transfers of liquid dollar assets to foreign accounts were thus in virtual balance.

The improvement occurred largely in March, when international reserve assets rose by $123 million, while liquid liabilities to foreigners dropped by $237 million, for a total of $360 million. During the two preceding months the overall balance had been adverse by $154 million.

Preliminary data for April indicate that the March improvement was followed by an offsetting change of roughly the same magnitude, suggesting that a substantial portion of the favorable change during the first quarter was due to temporary factors.

According to preliminary data, "special" Government transactions contributed about $100 million to receipts during the quarter, considerably less than in either of the last two quarters of 1963. Foreign debt repayments in advance of the scheduled dates were about $50 million, of which $42 million was collected from Mexico.

Cancelled out

These receipts were offset, however, by U.S. repayments of $55 million in nonmarketable, medium-term, nonconvertible Government securities. Precise data on changes in Government liabilities on military sales contracts are not yet available, but preliminary figures indicate a rise by about $100 million.

Consequently, the first quarter balance on all other or "regular types" of transactions after seasonal adjustment was adverse by about $140 million. This compares with a quarterly average of $425 million during the second half of 1963 and $1,225 million during the first half of last year.

First quarter merchandise exports rose about $180 million after seasonal adjustment. About $100 million was in agricultural products, including $80 million of shipments to the USSR. Although first quarter shipments to Russia did not comprise the total volume contracted for, agricultural exports were at a temporary peak and are expected to be lower during the remainder of this year.

Merchandise imports have been stationary since the middle of 1963. Imports in March were considerably higher, however, than during the first 2 months of the year, reflecting in part the recent rise in the price of coffee, and perhaps also the accelerating pace of U.S. business activity. The rise of imports in March may indicate a resumption of the upward trend prior to mid-1963.

New issues of foreign securities during the first quarter were $125 million, compared with $86 million in the previous quarter. After seasonal adjustment the amounts were about the same. The relatively low amount of these issues reflects the deterring effect of the pending Interest Equalization Tax. The first quarter issues included $50 million sold by the Quebec Hydro-Electric Authority, which had been contracted for prior to the announcement of the Tax.

Transactions in outstanding foreign securities resulted in net liquidations of over $100 million, mostly of foreign stocks, slightly more than in the fourth quarter of last year. The change from net purchases to net sales of foreign securities coincided with the announcement of the tax, but may also reflect the rising attractiveness of investments in U.S. securities.

Transactions by foreigners in U.S. securities resulted in net sales, in contrast to net purchases all through 1963, but the change appears due to exceptional transactions and does not necessarily reflect a change in recent trends.

Bank credits to foreigners and collections outstanding increased during the first quarter by over $630 million, about $300 million less than in the fourth quarter of last year. However, allowing for seasonal variations, and for the fact that about $150 million of the medium-term credits in the fourth quarter were taken over from commercial concerns, the first quarter net outflow of funds was considerably higher.

The seasonally adjusted balance on all other transactions, for which data are not yet available, which is derived as a residual, improved by about $200 million from the fourth quarter. This balance includes all private service, Government, and capital transactions reported by U.S. and foreign corporations other than banks and security dealers. A major part of the improvement in the first quarter balance appears to have been in these transactions, including those which were apparently reversed in April.

Gratis

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Trinidad 'buying mission' headed for New York City

A 20-man "trade task force," Trinidad's first, will visit New York City from May 26 to June 15.

The group, all members of the Chamber of Commerce, is mainly on a "buying mission" according to its leader, Jack de Lima, Director of Y. de Lima & Co. Members are also interested in joint ventures investment and tourism promotion.

The Trinidadian businessmen are particularly interested in meeting U.S. executives in these fields:

Export of electrical appliances, food products, footwear and other consumer goods.
Hotel investment
Wood waste utilization
Automobile assembly.

To meet Trinidad task force members, contact Development Counsellors International, Ltd., 20 East 46 Street, New York, N.Y.

AID furnishes U.S. business with 1,200 foreign investment studies

Abstracts of studies are available at all Commerce Field Offices; food and chemical projects are top subjects of investor interest

What is the market for a cement industry in Nigeria? . . . Has anyone thought of opening up an orange juice business in Greece? . . . How much money would it take to start manufacturing transistor radios in Taiwan?

For the first time, the answers to these and thousands of other investment questions are speedily and conveniently available to businessmen through a system of punched cards which the Agency for International Development, cooperating with the Department of Commerce, has placed in 40 cities around the country.

The new catalog discloses that the market for a cement industry in Nigeria is a good one, provided rail facilities can be assured at a proper site . . . that quite a few people are eyeing businesses for processing orange and other citrus juices in Greece, but may be trying to find out how many similar businesses are being started in other countries with access to the European Common Market . . . that approximate'y $475,000 would be the capital base needed to start making transistor radios in Taiwan.

The information comes from more than 1,200 studies of investment opportunities made since January 1960 which have been collected, abstracted, organized into the card system and placed in field offices of the Department of Commerce in 40 U.S. cities. Each of the 77 AID Missions overseas is being provided a set of cards for the nation in which it is located.

The potential investor simply goes to his nearest Commerce Department field office, runs through the Keysort cards to pick out the type and location of the investment he has in mind, and then reads the abstracts. Should he desire to read one of the reports in its entirety, he can obtain a copy at cost through the field office or from the Office of Technical Services, U.S. Department of Commerce, Washington, D.C., 20230. This office can reproduce copies of the surveys from microfilm at low cost.

Indexes of the studies breaking them down by industry and country are available free of charge at the Commerce field offices or by writing to AID's Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C., 20523.

Some of the studies were made with AID help and some were sponsored by international banks, foreign governments, foundations, universities and private firms.

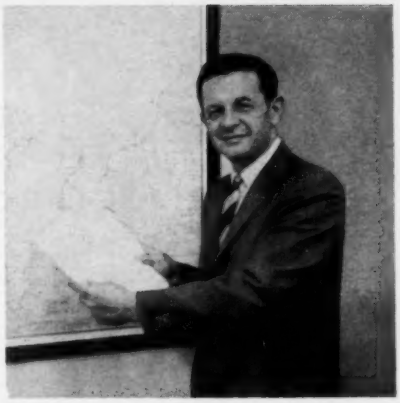
In making the catalog of investment opportunities widely available, AID is not vouching for the opportunities it contains, but presenting information to investors who wish to know what studies have already been done in their fields of interest.

Where the original study contains sufficiently detailed information, each abstract card contains specific information on the market, total capital required, projected annual sales, production, finance, profitability, manpower, location and other relevant data. In other cases, the abstract card contains only a general description and summary.

Studies of investments involving food and kindred products account for more than those on any other single subject. There are 188 such reports. In second place are the 120 studies on business opportunities for producing chemicals and allied products.

There are more surveys dealing with the Philippines than any other nation: 86. In second place is Taiwan, with 77. Next is Nigeria, with 66, then Pakistan, 50, and India, 46.

The AID Office of Development Finance and Private Enterprise has arranged to keep the system up to date. AID Missions throughout the world will engage in a continuous process of seeking new studies of investment possibilities and will report them regularly, so they can be added to the existing card system. Those becoming obsolete will be removed.



COME AND GET THEM: Seymour M. Peyser, AID's Assistant Administrator for Development Finance and Private Enterprise, displays some of the foreign investment surveys offered to U.S. businessmen.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.
ANCHORAGE, ALASKA, 99501, Rm. 306, Lousaac-Sagn Building. Phone: BR 2-9611.
ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.
BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.
BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TI 3-4216.
CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.
CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6198.
CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.
CHICAGO, Ill., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2700.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.
DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.
DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.
GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.
HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.
JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.
MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.
MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.
MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.
NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.
NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.
PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.
PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.
RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.
SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5866.
SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.
SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

U.S. firms sold $23 million in AID-backed April exports

Development loans and other economic assistance overseas financed more than $23 million worth of goods produced by U.S. firms during April.

This figure represents less than half of all AID-financed procurement within the U.S. The tabulation is limited to individual letter-of-credit transactions over $10,000.

At least 35 states shared in these foreign aid orders during April, among 43 states which produced nearly $90 million worth of goods traced in this way during the first four months of 1964.

The repayable development loans, now the major basis for commodity procurement, restrict purchases to U.S. sources. Terms of other types of financing also direct most procurement to U.S. suppliers, causing the U.S. share to rise to 85% of all commodity expenditures.

CAREFUL PLANNING REQUIRED: 2 days before Kunststoffe began all company officials and agency officers who were to be aboard the MS Europa met at Switzerland headquarters to agree on details and duties.

NEEDED EXHIBIT SPACE

Leased a liner

Rhine River steamer solves problem at Duesseldorf exposition and U.S. firm finds itself wondering, 'How can we top this?'

Some folks hire halls for their exhibitions.

For a major international trade show in Duesseldorf, Germany, the National Distillers and Chemical Corp. of New York hired a ship—a luxury steamer that plies the Rhine River past Duesseldorf, Cologne and Mainz.

The result was "the most successful international exhibit the company ever had," according to Kenneth E. Cosslett, director of international chemical sales.

The New York firm is the parent of U.S. Industrial Chemical Co., a leading manufacturer of polyethylene resins, with plants in Tuscola, Ill., and Houston, Tex. The Duesseldorf show was Kunststoffe, a plastics industry exposition held every four years.

Can't miss it

Cosslett said his company wouldn't think of missing the show, despite the fact that rising tariffs had "effectively frozen us out" of the European market. There are other international markets—and Kunststoffe is the place for management, sales and technical staff to find new customers and reaffirm old friendships.

Problem: On a limited budget, set up an exhibit with impact and provide a comfortable, convenient meeting place for agents and clients. (With exhibitors booking space four years in advance, this can get to be an impossibility.)

Radical solution: Lease the Rhine liner MS Europa, dock it five minutes from the show grounds and operate it as a floating hotel-headquarters for the 9-day exposition.

The Europa's entire staff, from captain to barber, was retained. A Swiss hotel manager and his wife came aboard to serve as liaison between staff and guests. Customers and company agents alike paid their own expenses aboard—room, meals, drinks, laundry, personal services, phone calls.

A full house

Customers who accepted invitations to stay on the boat were booked on a first come-first served basis. Within a few weeks—and six months before show time—the Europa was booked to capacity.

Company displays on the boat were held to a minimum, Cosslett said. Among them were items molded from the firm's Microthene resins—toy horses and a toy pig included. Guests and visitors got plastic flowers made in Hong Kong. For rainy days, there were plastic umbrellas made in Korea. A company pennant flew on the mast and the company trademark appeared on menus.

MINIMUM EXHIBITS: USI salesmen set up exhibits of products molded from Microthene resin on ship, being careful not to spoil the hotel-like atmosphere.

Company spokesmen declined to say how much it cost the U.S. firm to attend Kunststoffe. But Cosslett said the MS Europa was operated on "a nearly break-even basis."

"While we believed it would be a success, we never envisioned the magnitude," he said.

New problem: How to top it next time?

Steamship company, bank, engineering firm receive awards

Ceremonies held in New Orleans, Memphis and Gaithersburg, Md.

The nation's capital was not the only scene of an "E" award presentation in recent days. Ceremonies were also held in New Orleans, Memphis, and Gaithersburg, Md.

Singled out for their assistance in the export expansion drive were:

● The First National Bank of Memphis —honored May 13 at a luncheon given by the Memphis Regional Export Expansion Council.

The bank "has contributed significantly to increasing overseas sales of Mississippi Valley products" and "has arranged export financing and developed international banking services for the region it serves while sending officials around the world to expand overseas representation and develop markets for area production," according to the citation.

Undersecretary of Commerce Franklin D. Roosevelt Jr. presented the award to Allen Morgan, president of the bank and chairman of the Memphis REEC before about 125 representatives of business, government and civic organizations.

● Delta Steamship Lines of New Orleans—honored May 13 at the banquet of the Mississippi Valley World Trade Council meeting. The organization, "through an aggressive program of trade development, has increased its export shipments to more than 50 percent of cargo tonnage."

Under Secretary Roosevelt presented the award to Capt. J. W. Clark, president of the firm, before about 1,000 public officials, New Orleans businessmen, and members of the World Trade Council.

● Weinschel Engineering Co., Inc., of Gaithersburg—honored May 15 at a ceremony at the plant. The firm, which "has conducted an energetic and imaginative sales program to introduce its precision electronic instuments in overseas markets," has built up its exports to 11% of the total sales volume.

John S. Stillman, Deputy to the Secretary for Congressional Relations, presented the award to Bruno O. Weinschel, president of the company. Approximately 50 public officials and civic and business leaders attended.

With go-go-go Hodges on Limp-Lettuce Trail

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

EDITOR'S NOTE—Columnist Hurley has just returned from a whirlwind tour of Latin America—see page 4 May 18th issue. He returned with several broken ribs, due to an open manhole he didn't see in Guatemala. Only recently returned from a more leisurely trip around the world, where he opened new plants for his company in England and Italy, our correspondent reports on a new crusade for increased trade in South America.

SAN JUAN, PUERTO RICO—Traveling with Secretary of Commerce Hodges is harder than coming on first in a vaudeville show. And, in a way, this has been a lot like old-time vaudeville—working hours not covered by minimum-wage laws, on a schedule faster than Big Ben.

"Tell them that if they can get there earlier to go ahead," the Secretary said to the captain of the plane when he heard, while flying over Mexico, that a tail wind was pushing them 10 minutes ahead of schedule. "We may lose it later."

Hodges goes at a punishing pace. This youthful cabinet member, 66 now, moved through Central America this month as if the alternative to trade now were war later in the afternoon. In New Orleans, one member of his 8-man party was a minute late for the ride to the airport. "Good evening," he said coolly at 6:51 a.m.

"Until today, I was late only once," he told El Salvadorian businessmen. "That was when President Kennedy appointed me to his cabinet. I took a train to Palm Beach to arrive on time, but a freight wreck slowed us. I am late again because another president, yours, wanted me to stay longer to talk."

On a trip like this, you sleep every night in a different country. Guatemala, El Salvador, Honduras, Nicaragua and Costa Rica fuse into a glittering Central American kaleidoscope. Names blur.

Aboard the Air Force plane, Hodges reads briefing papers about the next stop and draws impressions of the last one from members of his party. Embassy aides handle baggage. Officials of each government are at each airport and the Secretary walks out, bursting with eagerness to talk. A few minutes later, he and his party are closeted with government officials.

The official party this day is as limp as old lettuce, but the Secretary is as hot as St. Louis in July. With each passing day he gains first-hand information, grows in confidence, warms to his audiences and speaks frankly to the presidents of other lands.

Appointments are at odd moments, beginning before 8 a.m. and continuing until 10 at night. You begin to think you're living on canapes and hors d'oeuvres. The Secretary finds time for every member of the ambassador's staff, American businessmen in residence, importers and officials of the country. The commercials, with Hodges, are more important than the program.

"Hurry," he keeps saying to his staff. "We can meet more people."

When he speaks, he makes subjects like the balance of payments more exciting than the race for the American League pennant. Nothing is like it. For most of the countries on his itinerary, he has been the only high government official to visit since Queen Isabella played the long odds on Columbus.

At the fade, this corner feels like the last man in the Orange Bowl parade and is going to sleep. The rest of the group look like World War III sitting down. The Secretary left for New York a few hours ago.

That was the week that was.

BANG-UP CELEBRATION

World trade saluted

Mississippi Valley conference sparks week-long observances in New Orleans

By STANLEY LICHTENSTEIN
Staff Writer

NEW ORLEANS—When this town celebrates, it celebrates. World Trade Week—May 10-16 in New Orleans by proclamation of Mayor Victor H. Schiro —was joyously, earnestly, handsomely observed.

Hard-core celebrants were some 400 persons attending the 19th Mississippi Valley World Trade Conference. They were everywhere, mingling with throngs on ship and shore in a variety of special events. In the spotlight were Conference sessions honoring New Orleans' sister trading city of St. Louis and discussing "Challenging Aspects in Foreign Trade" and "The Role of Merchant Shipping in Export Expansion." The principal address was delivered at a May 13 banquet in the Jung Hotel by Under Secretary of Commerce Franklin D. Roosevelt, Jr.

Participation in some events required clambering up gangplanks. There were, among others: the sailing for South America of the trade exhibit ship, S.S. *Del Sud;* arrival of the nuclear-powered merchant vessel, N.S. *Savannah;* sailing of the New Orleans built and owned cargo ship, *Gulf Farmer,* on its maiden voyage to South America's west coast; and the launching at Avondale Shipyards of the Gulf & South American Steamship Co. freighter, *Gulf Merchant.*

Citations

At the closing session of the Conference, the Annual Mississippi Valley World Trade Conference Award was given to Harvey S. Firestone, Jr., chairman and chief executive of the Firestone Tire & Rubber Co., for outstanding leadership in developing world trade. An injured ankle prevented Firestone from receiving the award in person, and it was accepted for him by his brother, Roger. Under Secretary Roosevelt presented a Presidential "E" for export excellence to Delta Steamship Lines, Inc., with Captain John W. Clark, president, receiving the citation.

In his concluding banquet address, Roosevelt stressed the urgency of "responsible cooperation" between business and government to solve problems of unemployment, balance of payments, and competition in world markets. "There are several areas," he said, "where this responsible cooperation could achieve impressive benefits. President Johnson's War on Poverty is one. The program of the President's Appalachian Regional Commission (of which I am the chairman) depends for its very success on the responsible cooperation of business and government. For we propose to raise the economic level of this vital region so that private enterprise can then enable its inhabitants to be fully productive.

NOW HEAR THIS!: Wiley George, Bloomfield Co., talks to reporters aboad trade ship *Del Sud.*

"Just as business and government can combine in responsible cooperation to do away with economic injustice in the war on poverty, so they can combine to do away with social injustice—not only because it is right, but also because it makes good business sense." As a case in point, the Under Secretary cited the estimated $17 billion "lost annually to our gross national product through racial discrimination."

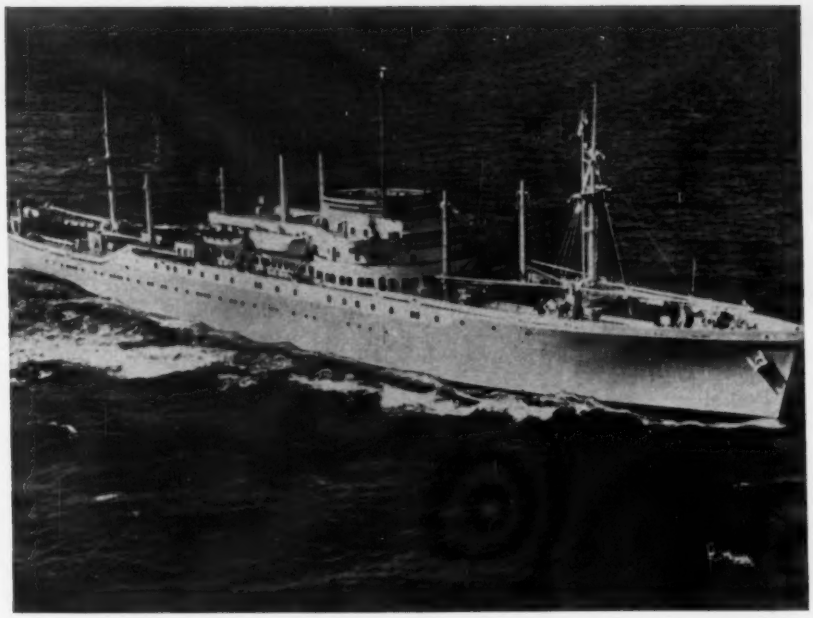
Far horizons

Both Latin American and East-West trade were discussed by a general-session panel. Congressman Hale Boggs of Louisiana, presented with a plaque by the International Association of Ports and Harbors, announced his intention of seeking a 30% tax credit for certain new investments in underdeveloped countries. Calling this necessary to stimulate American free-enterprise activity in Latin America, Africa and Asia, he particularly urged U.S. business to "assume a greater role in the Alliance for Progress program. . . ." On the same panel—and admittedly "stirring up a little general hell"—Robert R. Barkerding, Gulf vice president of the Texas Transport & Terminal Co., Inc., argued that the United States should stop being "the only major country on the globe with commercial handcuffs. . . ." To do this, he said, America must abandon economic blockades which "not only fail in their purpose, but actually arouse sympathy and backing for the regimes we dislike and make us appear absurd in the eyes of our own friends."

At the May 13 luncheon, Rear Admiral John Harllee, U.S.N. (Ret.), Federal Maritime Commission chairman, outlined methods used by the Commission in its efforts to end discrimination against American ocean carriers in Indonesia, Southeast Asia, Africa and South America. He said the goal is to provide fair competition for U.S. businessmen, farmers, exporters and importers.

REEC role

St. Louis, designated as the Honor City of the Conference, was represented in the proceedings by Aloys P. Kaufmann, president of the Greater St. Louis Chamber of Commerce and former St. Louis Mayor, and by panelists Joseph G. Roldan, Hector R. Dominguez, Frank C. Lexa and Carl E. Widell. Roldan, in remarks introducing the panel discussion which he moderated, expressed particular appreciation for activities of Regional Export Expansion Councils in St. Louis and other parts of the country. Almost simultaneously, the New Orleans Lions Club was listening in a nearby meeting room to a talk by Lawrence H. Dean of Shreveport on the work of the Louisiana-Mississippi Regional Export Expansion Council and the role of the U.S. Department of Commerce in selling abroad.



SALUDOS, AMIGOS!: Modern liner *Del Sud* speeds to South America carrying trade exhibits.

Fancy candies to diesel engines sail for South America aboard trade exhibit ship, 'Del Sud'

Ultra-modern vessel to stop at 6 major Latin ports displaying items from 10 States, representing 41 firms and organizations

NEW ORLEANS—By the time this issue of INTERNATIONAL COMMERCE appears, the cargo-passenger liner *Del Sud* will be approaching Guanabara Bay and the mountain-framed port of Rio de Janeiro, beginning a 45-day special trade mission to show U.S. products to buyers in Brazil, Uruguay, Argentina, and Curacao.

Described by sponsors as the Nation's first private trade exhibit ship to call at foreign ports, the *Del Sud* is used to making "firsts." Last July, she was the first deep-sea vessel to sail down the Mississippi River-Gulf Outlet, the straight-line tidewater channel which cut 40 miles from the sailing distance over the Mississippi River from New Orleans to the Gulf of Mexico.

Screaming whistles, water-spouts, and an exchange of salutes with the incoming nuclear-powered merchant vessel *Savannah* provided an appropriate World Trade Week send-off for the *Del Sud* at New Orleans' Poydras Street Wharf, with several hundred delegates to the 19th Mississippi Valley World Trade Conference in attendance.

Extraordinary

Local businessmen boarding the *Del Sud* at her half-dozen Latin American ports of call will find that she is no ordinary cargo vessel, even without her 3,000 square feet of deck space for exhibits. This 17,000-ton, 494-foot, 18-knot Delta Line boat is accoutred with circular staircases carpeted in red with wrought-iron railings painted white, festive flags, and a swimming pool.

A large U.S. Department of Commerce exhibit booth serves as a general information center for visitors. Ten States are represented with 41 commercial and institutional exhibits ranging from consumer items to heavy industrial equipment, from golf clubs to tractors. Products displayed include farm machinery, construction equipment, diesel engines, sugar-mill parts, industrial chemicals, small boats, oil platforms, pharmaceuticals, furniture, housewares, laundry equipment, closed-circuit television, shipping containers and fancy candies.

Varied attractions

Facilities and services offered to world commerce by the ports of New Orleans and Houston are strikingly depicted. Louisiana's Department of Commerce and Industry is represented with a display of industrial and tourist attractions. New Orleans' International Trade Mart is showing a scale model of its new complex under construction at the foot of Canal Street, and the city's International House also has an exhibit. Works of art showing life and scenes of the Mississippi Valley, and exhibits of Tulane and Loyola Universities form another significant part of the *Del Sud's* floating U.S. panorama.

Publicity

Cooperating in promotional activities to ensure good attendance at each port of call are U.S. Embassies, Chambers of Commerce, and Delta Steamship Line branch offices in Brazil, Uruguay, and Argentina.

U.S. exhibitors—who do not pay for *Del Sud* deck space, only for shipping, decoration and similar expenses—were attracted to the trade exhibit ship in various ways. "I saw a little article in the Dallas paper and thought it would be a good idea to give it a try," says Mrs. Lewis L. May, Jr., wife of the president of M-Tech Sales, Inc., Dallas. "It's funny, but we had been aboard a Japanese trade ship about 10 years ago in Mexico . . . even had to stand in line to see it. I wrote my mother about our exhibit on the boat, and she said she had seen an Australian trade ship in Singapore about a month ago. So it's not exactly a new idea—but it could be a real good one."

Mr. May, pausing from his labors on M-Tech Sales' mezzanine deck exhibit, pointed out that the floating exhibits need auxiliary services to be effective. "Delta Steamship Line said they would supply a bilingual representative to man the booth, and we have printed literature in Spanish and Portuguese." M-Tech Sales specializes in a decal coating, and one of the items in its exhibit is a guitar with decals saying, "Caution" and "Keep feet off"—good advice for guitar players, in any language.

Sporting goods show scheduled in fall at Tokyo Trade Center; to coincide with Olympic Games

Japanese importing more sporting equipment, show demand for first-rate products; exhibition set Sept. 29-Oct. 16

Thousands of sports-minded businessmen from Japan and neighboring countries are expected to stream into Tokyo next fall for the 18th edition of the Olympic Games.

The Games, the first ever to be held in Asia, will feature the following 20 events:

Track and field, rowing, basketball, boxing, canoeing, cycling, fencing, football, gymnastics, weight lifting, field hockey, judo, wrestling, swimming and diving, modern pentathlon, equestrian sports, shooting, volleyball, water polo, and yachting.

Staff members of the U.S. Trade Center in Tokyo, mindful of the fact that many of the visitors will be interested in the equipment being used, have scheduled a sporting goods show to coincide with the world-famous Games.

The Trade Center show, to be held Sept. 29-Oct. 16, will feature miscellaneous sporting goods and accessories, with emphasis on equipment associated with the Olympics; golf clubs and accessories; snow and water skis and accessories; sporting firearms and accessories; and camping equipment.

Market on way up

The U.S. Embassy in Tokyo in a recent survey has reported that the market for imported sporting goods in Japan is growing. The survey, prepared by Pacific Projects, Ltd., is summarized below:

Annual Japanese production of sporting goods went from $13.3 million in 1955 to almost $40.9 million in 1960, an increase of more than 200%. Production in 1962 is estimated at around $70 million.

Japanese imports of sporting goods rose significantly after certain liberalization measures were adopted in 1960. U.S.-made products sell in Japan at 2 to 3 times the cost of comparable local products. There is a growing leisure boom, however, which has resulted in increased popular participation in sports until now reserved for the wealthier classes, such as golf, skiing, hunting, bowling, and several other outdoor sports.

Additional details about shows scheduled for U.S. Trade Centers overseas is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Equipment for these activities is being purchased regardless of price by the Japanese who demand superior quality equipment which, the survey reported, they are not getting from local manufacturers.

Best chance in golf

Golf offers the best possibilities for U.S. sales, although many U.S. manufacturers are already well established in the market. The number of golfers has risen from 600,000 in 1955 to some 2.5 million in 1963.

U.S. manufacturers of fishing tackle, although facing stiff local competition, provided 95% of Japan's imports in 1962.

Skiers in Japan were estimated at some nine million in the February 1960 edition of *Japan Trade Monthly*, which featured sporting goods. Production and the number of skiers have increased since then, but there is still a good market for imports, especially accessories and apparel.

Love to hike

The Japanese are great hikers and campers and high-quality, as well as novelty, items should have sales appeal. Persons familiar with Japanese camping habits have suggested the inclusion of lightweight and simple survival kits, as well as compact camping trailers.

Photographic show at Center in Milan off to good start

Serious sales negotiations reported by two companies

Products of 29 leading U.S. manufacturers were exhibited at the May 12-22 Photography in Science, Industry and Education Show at the U.S. Trade Center in Milan.

Opening day brought good results for at least two firms. One initiated serious negotiations for two units totaling $10,000, and another sold about $4,000 worth of photographic equipment.

On the second day another firm appointed a new agent in Italy for its high-speed motion picture camera.

The show featured products of several firms, well known to the Italian market, who are exhibiting several items new to Italy. In addition, four firms who have never been in the Italian market had displays.

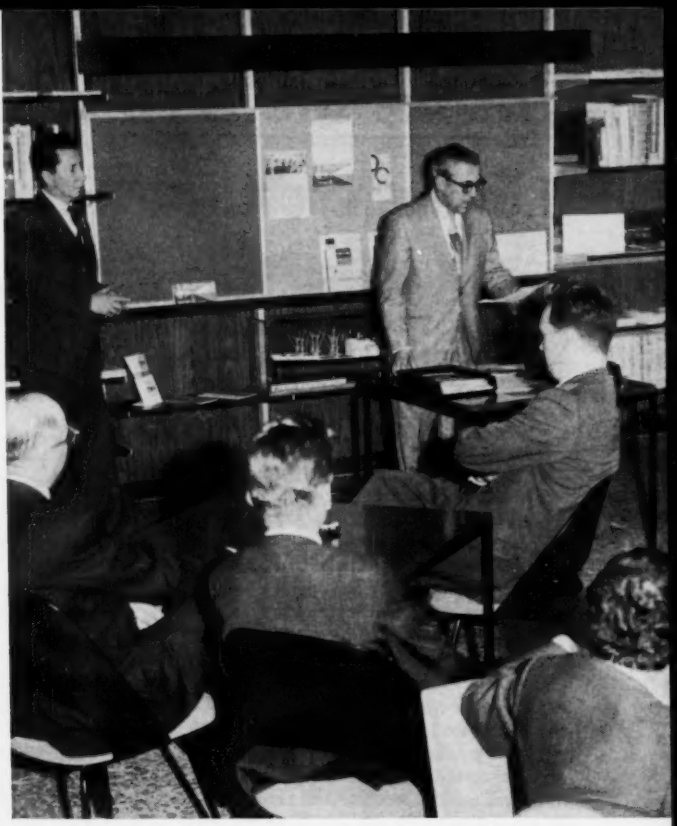
Good show

Favorable comments about the show came from at least two visitors. Davide Pozzi, director of the Milan office of Fiat, said, "Although I am not a specialist in this field, I feel that the photography show is of great interest and fully conforms to the concept of specialization that every commercial show should have.

Dr. Guglielmo Mairani, director of the Milan office of the Associated Press, said, "I think that this show on photography has, without any doubt, aroused a deep interest in the photographic field. It is my belief that it would be a great mistake not to visit such a really specialized exhibition."

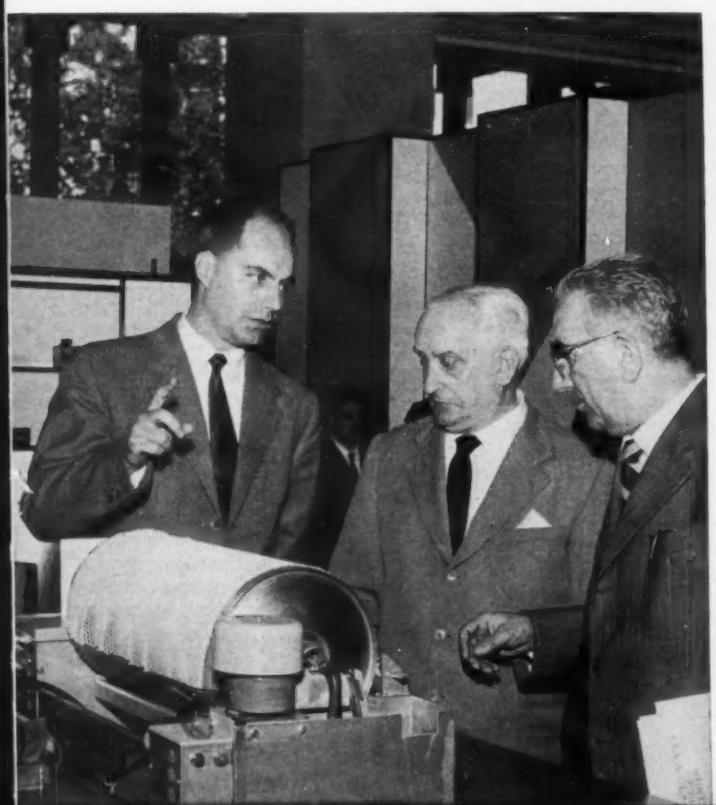
A recent market survey conducted in Milan for photographic equipment revealed that the Italian consumer is now exchanging his simple camera for a more expensive model. He is feeding this model increasing quantities of film.

Major sales potential, according to the survey, also lies in the industrial and commercial field. Italian production of photographic equipment has increased 10% a year, but is still unable to keep pace with the demand.



Italians buying U.S. photo equipment

The Photography in Science, Industry and Education show at the U.S. Trade Center in Milan, May 12 to 22nd, drew buyers and potential buyers to examine the U.S. equipment displayed by 29 manufacturers. Upper left—potential buyers discuss products exhibited in one aisle of show room; upper right—Trade Center Director Martin Stahl discusses exhibition with newsmen; Lower left—Eastman's Rapid Color Processor is examined by customer; Lower right—Movie exhibit.



U.S. share of Israeli market falls, but is expected to recover

Expected rise in machinery, raw material imports should help U.S.; state board getting choosier about approving foreign investments

The U.S. share of the Israeli market during the year 1963 slipped to 27%, well below the 33% attained in 1962. As Israel's imports of raw materials and industrial machinery pick up, however, the U.S. share of the market should increase.

Provisional data indicate that 1963 imports exceeded 1962's by $43.2 million. While imports of investment goods were below the 1962 import level, this resulted from a decline in merchant ship imports. Imported raw materials rose by $35 million or 11.6%, but about 70% of this increase was rough diamonds, indicating that stocks of other industrial raw materials were heavily drawn upon during the year.

Israel's trade deficit during 1963 declined from $348 million in 1962 to $327 million.

A great deal more export stimulation is needed to attain Israel's goal of approximate parity in imports and exports. A large part of the problem is the high levels of demand in Israel, which give firms little incentive to develop or cater to export markets.

Another factor is the high cost of much Israeli production, which is partly the result of the small domestic economic base.

The Israelis also emphasize that the dual tariff schedules of the EEC and EFTA penalize Israeli exports to these affluent markets. They are making efforts to add lines in which they can develop a strong competitive position, such as sophisticated electrical and mechanical equipment with a low volume and a high unit value, and also to hold down export prices.

Fighting isolation

They also are fighting what they consider trade isolation by returning to an emphasis on bilateralism. Clearing agreements with several Eastern European countries call for higher targets than in previous years, while government ministries have been directed to make their purchases from clearing countries when this does not result in a disadvantage in prices or quality.

Israeli trade teams have also recently toured the Far East and Australia trying to find mutually profitable trade possibilities, but little in the way of concrete trading possibilities materialized.

The policy of discouraging the use of foreign suppliers' credits by Israeli importers continues. Heavy use had been made of such credits, which generally carry a lower rate of interest than bank loans, but they have been discouraged on the grounds that Israel no longer needs to conserve foreign exchange and that by freeing domestic credit for other purposes, they increase money supply.

Ire aroused

The requirements of large deposits of domestic currency with the central bank when suppliers' credits are used has aroused the ire of importers and has apparently stifled imports to some extent, at least imports for stock accumulation.

No action has been taken on the report of a high-level committee which recommended greater leniency on suppliers' credits and a revision in the general credit structure. In view of the strong political overtones of the recommendations, no prompt or decisive action may be expected.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Total gross investment increased by only about 3% in constant prices during 1963. With allowance for temporary factors, Israel still has a high level of investment (about 25% of GNP), holding promise of continued rapid growth.

Foreign investment increased from about $90 million to $120 million between 1962 and 1963 (balance of payments basis). However, approvals for investment by the Investment Authority dropped by two-thirds. Not all investment is approved (approval confers tax and repatriation benefits), but there is a possibility that foreign investment may drop in coming years due to tightening of Investment Authority standards.

More selective

The Authority has become more selective because it feels the profitability of investment in Israel has been sufficiently demonstrated and no longer requires as much inducement. It also emphasizes foreign investment which brings "know-how" with it, and wants to concentrate on stimulating export industries to sell more Israeli products abroad.

However, there is opposition to too much selectivity, and there is some question whether the Investment Authority will be able to pursue its policy of rigorously selective investment if an actual drop in total foreign investment should occur.

Developments in industry were characterized by the increasing difficulties of small and medium sized plants in covering rising production costs at existing sales prices for their products. The necessity to pay higher wages to hold and attract workers under conditions of overfull employment helped raise production costs. An informed source has recently stated that 80% of the industrial labor force receives pay above contract rates.

Trend to bigness

Increasing costs have strengthened the tendency for combining plants in larger organizations or forming cartel agreements by manufacturers of the same industrial branch to increase efficiency—at least in the short run. For example, during the quarter a merger between a large and a medium-size pharmaceutical firm took place.

Of greater importance, 2 private investment firms, joined for the purpose, bought 2 bankrupt cotton spinning plants in order to increase their participation in the forthcoming larger combine of textile plants which will include both Histadrut and private firms.

$3.2 million credit goes to Colombia to expand sugar plant

Eximbank funds will be used to purchase U.S. machinery

The Export-Import Bank has authorized a $3.2 million Alliance for Progress credit in favor of Ingenio Riopaila, Ltd., of Cali, Colombia.

The credit will be used to help finance purchase of U.S. machinery, equipment and services required to expand the Riopaila plant and increase production of refined sugar from 50,000 tons to 110,000 tons per year.

The Riopaila sugar mill is located in the northern part of the Cauca Valley near Cali in southwestern Colombia. Total cost of the program is estimated at $15.1 million and it is expected that initial operation of the expanded mill will be started by late 1965.

Two boilers will be furnished by Combustion Engineering, Inc. of New York. Electrical equipment and reduction gears will be furnished by Westinghouse Electric International Company and the Philadelphia Gear Corporation respectively. U.S. suppliers will also furnish loading and transport equipment, and filtering, clarifying and pumping equipment. Arthur G. Keller of Baton Rouge, La., have been consulting engineers for the Riopaila plant since 1961.

Colombia's program for increased sugar production to satisfy internal demands will benefit workers, landowners and the government, and will provide additional employment. It will utilize land for cultivation in the Cauca Valley which is now non-productive but has a potential for a greater harvest of cane.

The loan of $3.2 million is repayable in 8 years beginning in 1966.

Foods, medicines to Cuba taken off general license

The Commerce Department has removed foods and medicinals from its General License authority for shipments to Cuba.

Shipments of gift parcels will still be permitted under General License so as not to interrupt such relief and humanitarian acts on the part of U.S. individuals.

The removal of these last items of food and medicines from General License does not mean that such shipments are precluded, but that the Department wishes to be informed of all intended trade with Cuba and thereby be in a position to act according to the national interests of the U.S. Each decision will be made in the light of all relevant circumstances.

Alliance for Progress loan goes to Venezuelan firm

A Venezuelan manufacturing firm will receive a $2.3 million Alliance for Progress credit from the Export-Import Bank to modernize and expand its plant.

The Export-Import Bank authorization was made to Papeles Venezolanos, C.A. of Guacara, Venezuela. It will be used to finance the purchase of U.S. machinery, equipment and services required for the modernization and expansion of the firm's tissue paper manufacturing plant.

Sandy Hill Corporation of Hudson Falls, N.Y., will furnish a 25 metric ton paper machine with pulp preparation, auxiliary, and converting equipment. Other U.S. suppliers will furnish machinery and parts for modernization and improvement of existing equipment. U.S. technicians will assist in the erection of the new machinery and facilities.

The rise in Venezuela's population and the improved standard of living has caused consumption of tissue paper products to increase significantly in recent years. To meet this increased demand, the daily output of Papeles' plant will be expanded from 35 metric tons of paper products per day to an expected 52 metric tons.

Total cost of the expansion project is estimated at almost $3 million.

New Food for Peace pact stresses payment in dollars

The U.S. Department of Agriculture has announced 3 Food for Peace agreements providing for sale of more than $64 million worth of U.S. agricultural commodities to Yugoslavia.

Two of the agreements are under Title IV of Public Law 480, which provides for repayment in dollars; the third agreement, under Title I of Public Law 480, provides for payment in Yugoslav dinars. These agreements represent increased emphasis on sales of agricultural commodities for dollars under Title IV, instead of for foreign currencies under Title I.

Austrian firm loses U.S. export privileges

Vibro-Meter G.m.b.H., and Herbert Eischer, of Vienna, Austria, have been denied U.S. export privileges indefinitely for failure to furnish information about receipt and disposition of measuring instruments of U.S. origin.

The Austrian concern, managed by Eischer, is an importer and dealer in measuring instruments. Two of the items involved are strain gauges which are considered of strategic significance.

The denial order was issued by the Bureau of International Commerce, when the Austrian concern failed to answer questions and furnish records requested in connection with the case.

The suspension will remain in force until the Bureau's requirements have been satisfied. All outstanding validated export licenses in which the respondent have an interest, are revoked. The sanctions are applicable to any agents, employees or successors to Vibro-Meter and/or Eischer.

Mexican mill to expand with Eximbank credit

A $1.4 million Alliance for Progress credit for Ingenio Zapoapita, S.A. of Mexico, has been authorized by the Export-Import Bank.

Proceeds of the credit will be used to help finance expansion and relocation of the privately-owned mill now located in the Cordoba area. Present plans are for Ingenio Zapoapita to move its entire sugar milling facilities from Fortin de las Flores in the State of Veracruz to the Panuca region near the Gulf of Mexico and to process approximately 3,000 tons of sugar cane per day.

Total cost of the project is estimated at more than $6.6 million.

The Farrell Corporation of Ansonia, Conn., will furnish the 84-inch sugar mill.

Because of the limited sugar cane supply and numerous sugar mills already in the Cordoba area, Mexican authorities have determined that relocation of the plant will increase production and assist in improving the social and economic level of the country.

The Eximbank loan is repayable in 8 years commencing in 1967.

Indonesia revises trade, exchange rules, reimposes price controls

New basic 'transaction rate' given for imports, exports; foreign exchange allocation to be used for imports sold on local market

The Government of Indonesia recently revised its trade and foreign exchange regulations and reimposed price controls.

A new basic "transaction rate" for both imports and exports has been set at 250 rupiah per U.S. dollar. The official rate remains 45 rupiah to the dollar.

Exporters and exporter/producers will receive as an incentive 20% of the f.o.b. value of their exports in the form of a foreign exchange allocation (Surat Pendorong Produksi, or SPP). This allocation may be used for imports by the earner or traded on the local market for rupiah. Exporter/producers will receive an additional 5% which may be used only for imports of equipment, spare parts and raw materials for their own use.

Although the *retensi* (the 5% of foreign exchange proceeds permitted exporters and exporter/producers since May 1963) has now been abolished, the net effect of the new regulations on export incentives is to increase by 5% the amount of foreign exchange allocated to exporters and exporter/producers.

Old, new benefits

Under the old system, in addition to the 5% *retensi*, exporters were granted an automatic foreign exchange allocation amounting to 10% of their export proceeds, and exporter/producers were granted an allocation of 15%.

The new system intends to raise the total rupiah an exporter receives above the former level. A selling rate of 1350 rupiah to the U.S. dollar was initially established for the SPP's. An exporter selling his foreign exchange allocation would receive rupiah for the f.o.b. value of his exports at the rate of 520 rupiah per U.S. dollar (100% of his export proceeds at the rate of 250 rupiah plus 20% at the rate of 1350 rupiah).

SPP's are valid for only 2 months from the date of issuance and may be used to import only the more essential commodities (categories 1, 2, and 3 under the new regrouping of imports). Returns to exporters and the cost of importing with SPP's will vary with fluctuation in the SPP rate.

Imports have been regrouped into 5 instead of 3 categories:

- Goods very essential for economy;
- Raw materials, semi-manufactured products, equipment needed for manufacture of goods yielding foreign exchange or for domestic manufacture of goods to save foreign exchange;
- Raw materials, semi-manufactured goods, equipment needed for manufacture of goods intended for domestic consumption;
- Manufactured goods for domestic consumption, not of luxurious character;
- Manufactured goods for domestic consumption, of luxurious character.

New rates

Previous duty rates of 0, 50 and 100% have been replaced by duty rates of 0, 50, 100, 300, and 800%. Under the previous system, commodity import priority groupings and listings for import duty assessment were interrelated; any Group I item was duty-free, any Group II item was subject to a 50% duty and any Group III item to a 100% duty.

Under the new system, the relationship between priority and duty no longer exists since any duty may apply to items within an import group.

As under the old schedule, tariffs for items bound under GATT remain unchanged. However, the collection of a special foreign exchange retribution fee is authorized whereby the importer must pay the difference between the amounts of duty that otherwise would be assessed under the new rates and the amounts set under the GATT-bound rates.

Import duties vary

Import duties are levied on the import transaction rate of 250 rupiah per U.S. dollar whether imports are made with official foreign exchange obtainable at the rate of 250 rupiah per U.S. dollar, or with SPP's. To import with SPP's, importers must pay the current rate of 1350 rupiah per U.S. dollar plus the transaction rate of 250 rupiah or a total of 1600 rupiah per U.S. dollar. Total cost of importing (foreign exchange plus import duties) thus ranges from 250 to 2250 rupiah per U.S. dollar, depending on the import category, if official foreign exchange is granted; if the import is made with SPP's it ranges from 1600 to 3600 rupiah per U.S. dollar.

The new trade and exchange regulations do not apply to the oil companies which are governed by their working contracts.

A new hard currency buying rate of 520 rupiah per U.S. dollar also was established for short-stay visa holders, tourists, and diplomats. This compares to the former rate of 315 rupiah per U.S. dollar.

Controlled commodities

While details are not yet available, it has been announced that price controls will be reimposed. Controlled commodities will include the most essential consumers goods and imported materials for productive industries, and basic items produced exclusively by the government. Distribution channels will be set up to market the controlled commodities.

A copy of the new import tariff is available for consultation in the Far Eastern Division, Department of Commerce, Washington, D.C., and rates for specific commodities will be furnished upon request.

Dutch-Indonesian joint venture signed

Van Eeghen and Company of Amsterdam, an import-export house, has announced a new Dutch-Indonesian joint venture in Amsterdam under the name of Indonesisch-Nederlands Producten Agentschap N.V. (I.N.P.A.).

The new company aims to promote export of Indonesian small-holder products, to improve their quality, to render technical assistance and act as intermediary for export of Indonesian agricultural products to Europe and the U.S., and for the import of industrial products into Indonesia. I.N.P.A.'s task will have a purely intermediary and not a monopolistic character.

A direct benefit to the Netherlands would be possible establishment of an important commodity market for such Indonesian products as coffee, tea, spices,

kapok, although the agreement does not mean that all such products will be traded via Holland.

Tobacco is exempted from this and all other joint ventures, while rubber will mostly be traded through New York. Dutch textiles and capital goods will be among the articles eligible for import into Indonesia.

Spain opens quotas for chemical imports

Spain announces the opening of global quotas for certain commodity groups for the first semester 1964. The quota numbers, products and value of quota in pesetas (60 pesetas = US$1.00) are:

11: inorganic chemicals 16,500,000; 12: organic chemicals 40,500,000; 18: condensation, polycondensation and polyaddition products 90,000,000; 47: hand tools 39,000,000; 48: cutlery, household kitchen appliances of iron or steel 6,000,000; 62: fire engines, parts 10,000,000; 64: phonographs, dictaphones, other appliances for sound recording and reproduction 3,500,000; 65: phonograph records 3,500,000.

The deadline for license applications was April 15 for quota Nos. 62, 64, and 65 and April 20 for the remainder.

Resale price agreements voided by Netherlands

The Dutch Government, in an anti-inflationary measure, has decreed that collective retail price maintenance agreements will be prohibited as of June 15.

The decree applies to price agreements in effect between all suppliers (manufacturers, importers, and wholesalers) and dealers on certain items. The agreements set minimum retail prices on goods and enforce them through the threat of collective sanctions (refusal to supply) against retailers who sell below agreed prices.

As a result of the action, retail prices on a wide variety of goods will no doubt decrease.

No action is contemplated at this time against individual retail price agreements (those agreements made between a single supplier and the retail trade in a particular product). Such individual arrangements are considered justified because they permit competition within a shop among the products of different manufacturers.

EEC-Greece Council adjusts tariffs on tobacco imports

Latest changes will affect U.S. competitive position

The EEC-Greece Council of Association has agreed to adjust EEC member states' internal and external tariffs on unmanufactured tobacco (CXT No. 24.01). Both adjustments will affect the competitive position of U.S. tobacco.

The first adjustment accelerates elimination of the internal EEC duties on unmanufactured tobacco. The new rates represent a 60% reduction of the rates in effect on January 1, 1957, before the Rome Treaty establishing the Common Market went into effect.

For more details . . .

Further information on current foreign government trade and investment regulations, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Consequently, effective July 1, there will be a decrease in the present intra-EEC rates of Germany and the Benelux countries. There will be no change in the present duty-free treatment of raw tobacco accorded other EEC countries by France and Italy. New internal rates will be applicable to tobacco imports from Greece, an associated member of the EEC, as well as to the six EEC member states.

The second adjustment, of even greater importance to the U.S. exporter, is a movement of individual countries' rates toward Common External Tariff (CXT) rates for 24.01A of 15% (the specific duty not to be more than $70 per 100 kg) and for 24.01B of 28% (with a specific duty to be at least $29 but not more than $38 per 100 kg).

Since all members' present duty rates are lower than the CXT (except for Germany's rate for 24.01A which is almost at the CXT and is not expected to change appreciably), this means an increase in all rates applicable to third countries. These rate increases, effective on January 1, 1965, will be calculated on the basis of a 15% adjustment in the spread between the January 1, 1957 rates and the CXT rate.

Another 15% adjustment will be effective on January 1, 1966. These two steps represent the second 30% adjustment in the external rate required under the Rome Treaty, while the Treaty schedule has called for a one-step second 30% adjustment in July 1966.

Singapore restricts tire, tube imports

The Singapore Government has imposed restrictions on imports of tires and tubes for passenger cars, trucks and busses from any country (including the Malaysian territories). Such imports will be subject to specific licenses approved by the Department of Imports and Exports.

Licenses will be required for all imports by sea, air, road or rail, and will be issued within quotas fixed by that Department. Applications for import quotas must be accompanied by documentary evidence of imports during the base year, 1962, and approvals will be restricted to 80% of an applicant's base year imports. Licenses will be issued at intervals of three months commencing last April 22.

Some exceptions listed

Exceptions to this rule are that tires and tubes manufactured in Malaysia, and tires and tubes of sizes above 825 x 20 for trucks and lorries will be subject to import licenses, but will not be restricted under quantitative or quota control.

Letters of credit for any of these goods should not be established unless an appropriate import license has been first obtained to authorize the import of the goods. Licenses for such goods must be obtained before orders are placed with the suppliers of the goods.

Existing import licenses for such goods are revoked unless the licenses are covered by Letters of Credit established before the April 22 date.

Swiss, German, English manufacturers seek U.S. licensees to market products

Manufacturers in Switzerland, Germany and England seek U.S. licensees to produce and market their products.

Names and addresses of manufacturers offering these products and descriptive literature as noted are available from Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to the file number following each opportunity described below.

→ Swiss manufacturer of pharmaceutical specialties seeks U.S. company to manufacture its products under license. Items offered for production in the U.S. are preparations for treatment of heart and circulation ailments such as neophyllin, neo-biphyllin, calmophyllin, and dihydro-stabilergin. The company wants contacts with manufacturers only. **File 1242.**

→ U.S. manufacturer sought to produce under license line of special type roof windows. A brochure describing these windows and providing technical data is available on a loan basis. **File 1243.**

→ German manufacturer with 30 years experience offers license to U.S. manufacturer to produce its light steel tube cranes. These cranes include 3-ton manual gantry crane with steerable wheels suitable for repair work; manual 5-ton gantry with lateral actuation of the load and adjustable span width especially adapted as a pipe laying crane; 5-ton electrical gantry controlled from the ground with a 24-yd. span without cantilevers; and 15-ton electrical gantry crane with a width span of 13 x 3.3 x 3.3 yds. controlled from elevated operator's cabin. The electric gantry cranes are made with maximum span of 109 yds. and with lifting capacity up to 30 tons. Mono and double rail bridge cranes with width span of up to 22 yd. and capacity up to 5 tons are also available. More than 1,800 plants in Europe are using this type of German steel tube crane. Tube constructions are welded to be guaranteed air tight, and therefore, eliminate inner corrosion. Complete descriptions available on a loan basis. **File 1244.**

→ U.S. licensee sought by English firm to produce its rotary action electric glass washing machine. This electric glass washing machine is fitted with an automatic injector for introducing a detergent and/or bacteriacide into the cleansing water. The injector is calibrated to ensure exact measurements. Other features and advantages are easy removing of grease and lipstick smears, constant changing water, easy to install as no plumbing is required, light and easily moved, and can operate in 1 cu. ft. space. Patents have been obtained in the U.S., Australia, South Africa, Germany, Italy, Belgium, France, Switzerland, England. Brochure describing machine is available. **File 1245.**

GERMAN SEEKS LICENSE

Manufacturer of transformers, condensers, hand lamps, and searchlights desires license from U.S. manufacturer for the production of high tension transformers. Dominitwerke GmbH, 5798 Hoppecke Kr. Brilon, Germany.

CAN MAKE HEATERS

Metal stamping firm seeks a licensing agreement with a U.S. manufacturer of natural gas, room space heaters. Write N.V. Eurowarm Haardenfabrieken, Hoogeloon en Hapert, Eindhoven, Netherlands.

Peruvian farm distributor invites U.S. investment

Importadora Colonial S.A., a long-established firm whose principal activity since 1950 has been the importation and distribution of agricultural machinery, seeks U.S. investment capital in the amount of around $15,000 with a view to expanding its operations.

In exchange, the U.S. investor would receive about 40% of the stock in the firm.

The company believes the market for agricultural equipment in Peru will grow significantly. It cites the Peruvian Government's proposed agrarian reform program and completion of several significant irrigation projects for new lands as reasons for its optimism. According to the company's balance sheet, volume of sales in 1963 amounted to the equivalent of nearly $900,000.

U.S. investors interested in this investment opportunity are invited to write to Enrique Palacios Seminario, Managing Director, Importadora Colonial S.A., 1225 Mariscal Benavides, Lima, Peru.

Mexican firm asks U.S. participation in expansion program

Joint venture, licensing arrangement suggested by machine manufacturer

A large Mexican company, established in 1956 to manufacture a line of motor scooters and motorcycles, plans to expand its product line and seeks U.S. participation, either on a joint venture basis or under suitable licensing arrangements.

The company is capitalized at $1.25 million and is 1 of 4 associated companies constituting an integrated manufacturing complex with capitalization of over $5 million.

New products considered in the company's present expansion plans are machine-tool taps, small combustion engines, steel files, and sleeves and pistons for diesel locomotive engines. According to the company, imports of these products into Mexico will eventually be prohibited or severely restricted.

LAFTA to benefit

The company plans to undertake their manufacture to supply local requirements as well as export them to the markets of the Latin American Free Trade Association (LAFTA).

U.S. manufacturers interested in participating in the expansion plans should contact Javier Lopez del Bosque, General Manager, Moto Islo, S.A., Apartado Postal 162, Saltillo, Coahuila, Mexico.

Further information concerning the standing and industrial experience of Moto Islo, S.A., may be obtained by writing to Bureau of International Commerce, Office of International Investment, File IRD-B, Department of Commerce, Washington, D.C., 20230.

2 NATO projects open to U.S. bidders

Two construction and supply projects have been opened to certified U.S. bidders by the Federal Republic of Germany under the NATO Infrastructure International Competitive Bidding procedures. The projects are:

★ BMVtdg # 68-25-43-22-02 "Additional Works on NATO Facilities" in Bavaria. The following supplies and services are required: 12 commercial power-operated medium frequency converters 50/400 CPS, 380 Volt, with a capacity of approximately 60kw., including pertinent switch and regulating gear; 2 of the above but with a capacity of approx 15 kw.; The deadline for this product is June 10 and a fee of approximately $15 is payable with the application.

★ BMVtdg # 68-25-43-22-02 "Construction of NATO Facility" in Bavaria. The following are the principal supplies and services required: approximately 21,000 cu. m. earth works; 440 sq. m. one-storied buildings partly with heating; road construction, water, and sewage; 2.100 linear meters of telephone cable; 1 telephone exchange and 1.130 linear meters of wire mesh fence. A $25 fee is payable upon filing. The deadline is June 10. Firms may only submit applications in respect to telecommunications installations if they are licensed to install private extension systems in Germany, and if switching systems of the installation are approved by the Fernmeldetechnisches Zentralamt der Bundespost (FTZ), Rheinstrasse 110, Darmstadt. If bids provide for telecommunication installation by sub-contractors or co-contractors, license is required for contractor only.

U.S. contractors certified to participate in NATO infrastructure should submit their applications on a specially designated form with the appropriate fee payable to the German executing agency. This form is available on request from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230. Copies of the Federal Republic's Notice of Intent outlining the supplies and services required are also available.

U.S. firms desiring certification are invited to submit their resume to BDSA describing the firm's experience, a recent annual report, and one completed copy of the General Services Administration's Standard Form 129.

Ceylon Ministry issues tender for arrowroot, barley, milk

The Chairman of the Tender Board, Ministry of Health and Housing, P.O. Box 500, Colombo, Ceylon, has issued a tender, with a deadline of July 14, for 10,000 pounds of arrow root; 10,000 pounds of barley seeds; 120,000 pounds of malted milk; and 96,000 cans of condensed milk containing 14 ounces each.

Copies of the tender are available on loan to firms located in the U.S. from the Food Industries Division, BDSA-309, Department of Commerce, Washington, D.C. 20230 (Telephone: 202 WO 7-4794).

Burma invites tenders for diesel-driven power plant

The Executive Director, Industrial Development Corporation, Government of the Union of Burma is inviting tenders for the supply and erection of equipment and building for a dual fuel diesel engine driven power plant at Thayetmyo. Tender No. 155/195/60-P(2-Kha)Bi/64 includes two 300 to 500 r.p.m. dual fuel diesel engines, water cooling system, fuel oil storage tank, two 1,500 kw.-a.c. generators, and one set of 6,600 volt switchgear. The bid deadline is June 30.

Tenders should be submitted to the Executive Director, Industrial Development Corporation, No. 53 Pyidaungsu Yeiktha Road, Rangoon, Burma.

A copy of specifications is available for review only in Poom 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

UAR extends bid deadline on communication stations

The U.A.R.'s Ministry of Public Works has extended the deadline on bids for the supply and erection of 66 kv. switch stations at Bahr-Tira, Serw-El-Aala, New Qasabi, Damanhour and the supply and erection of telephone communication lines between the Talkha power station and switch and transformer stations of Zagazig and Abu-Zaabal. (INTERNATIONAL COMMERCE, March 30, 1964, p. 21) from April 28 to June 29.

Tenders should be submitted to the Director General, Mechanical and Electrical Department, Ministry of Public Works, Sharia Kasi el Aini, Cairo.

A copy of contract conditions and specifications is available for review in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4242).

Nigerian firm asks price quotations on building materials

Borsette (Nigeria) Ltd., 4 Wharf Road, Private Mail Bag 1135, Apaga, Lagos, a subsidiary of Borsette et Fils, Lyon, France, is seeking quotations from U.S. suppliers of building materials and equipment on the following items: bathroom fixtures, (wash basins, bathtubs, commodes): kitchen fixtures such as sinks and water heaters; plastic and glazed tile; galvanized and cooper pipe including fittings; large diameter steel water pipe.

Mr. Fohanno, a representative of the parent firm SOVEMA (Societe de Vente De Metaux Et D'Alliages) 40 Rue Pre-Gaudry, Lyon (Rhone), France, plans to visit the U.S. on or about June 2, to discuss negotiations with interested firms. Interested firms should submit their quotations as soon as possible to the New York Field Office of the Department of Commerce, Attention: Mr. Fohanno, 350 Fifth Ave., 61st Floor, Empire State Bldg., New York, N.Y. 10001, pending Mr. Fohanno's arrival.

Iraq asks bids on 500-bed hospital

Main contract likely to go to Iraq firm, but U.S. companies have chance to win subcontracts

Iraq's Ministry of Works and Housing invites bids for construction of a 500-bed, completely air conditioned hospital at Mosul, estimated cost $4.2 million. The Tender No. is 12/64 and the bid deadline is July 4.

There will be one main contract, and subcontractors for the electrical plumbing, elevator, and air conditioning installations.

The architectural, civil engineering specifications and general conditions have been prepared only in the Arabic language. Specifications for the subcontracts are in English. A 3 year construction period is anticipated. Although any foreign firm could bid for the main contract, it is assumed that an Iraqi firm will obtain the award.

Hospital equipment is not included in the tender.

Tender documents and drawings are obtainable from the Directorate General of Buildings, Ministry of Works and Housing, Baghdad, as well as from the Mosul Liwa Building Department in Mosul, for $210.

The Department of Commerce is trying to obtain a set of the subcontractor specifications, and the names and addresses of firms purchasing the tender documents.

Firms can bid piecemeal on Iraq pulp-paper mill

The Ministry of Industry is inviting bids on the supply, erection and placing in operation of a 40,800 ton per year pulp and paper mill, using unbleached reed pulp or imported pulp as raw materials. Bid deadline is September 26.

Bids are invited either for the complete mill or for one or more of the following sections:

Contract No. 1, The pulp mill;

Contract No. 2, The paper mill;

Contract No. 4, The complete water treatment and waste disposal;

Contract No. 5, General civil construction work;

Contract No. 6, Industrial civil and construction work.

Consulting engineers for the project are Scandia Consult, Fack, Stockholm, Sweden, and Stadler Hurter International Ltd., 1501 St. Catherine St., W. Montreal 25, P.Q., Canada.

Tender documents are available after May 25 in the Ministry of Industry offices in Baghdad, the Iraqi Embassy in Washington, or the office of the consultants, upon payment of $112 for the pulp mill; $112 for the paper mill; $42 for the water treatment and waste disposal; $112 for the general civil construction work and $60 for the industrial civil construction work.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ENGLAND—Grain, oilseeds. Quantities required for UK and shipment to Continent, Middle East and West Africa. Frederick E. Rose (Commodities) Ltd., Ibex House, Minories, London, E.C.3. WTD 6/12/63.

012 Fruit, Tree Nut, Vegetable Farms

ENGLAND—Fresh fruit and vegetables of all kinds, particularly onions, potatoes, carrots. Agency and direct purchase. L. B. Clarke (London) Limited, (exporters, importers, wholesaler) 22/23 James Street, Covent Garden, London, W.C.2. WTD 4/21/64.

Fresh fruit, particularly apples. Direct purchase and agency, Louis Spiers (Covent Garden) Limited, (importer) 21 Russell Street, Covent Garden, London, W.C.2. WTD 4/21/64.

195 Small Arms

ENGLAND—Rifles, pistols, revolvers, shotguns and accessories. T. Bland and Sons Gunmakers Limited, (manufacturer, exporters, importer, wholesaler) 4/5 William IV Street, West Strand, London, W.C.2. WTD 4/2/64.

203 Canning, Preserving Foods

SWEDEN—Canned food products, all kinds. Direct purchase and agency. Adaco AB, (agent) Box 5, Västra Frölunda, Göteborg. WTD 4/23/64.

208 Beverage Industries

ECUADOR—Carbonated beverages not presently manufactured in Ecuador. Requests replies in Spanish. Gonzalo Dávalos Valdivieso, Calle Reina Victoria 154. (mailing address: P.O. Box 3055).

Distilleries grain alcohol for beverages. Requests descriptive brochure, quotations c.i.f. Guayaquil, replies in Spanish. Gonzalo Dávalos Valdivieso, Calle Reina Victoria 154 (mailing address: P.O. Box 3055).

209 Food Preparations

FRANCE—Dietetic products. Direct purchase and agency. Ets. Etach-Anc. Laboratoires Chatelain (manufacturer) 7 & 9 rue Julien Gallé, Colombes (Seine). WTD 4/9/64.

NETHERLANDS—Beef oleo oil, nonedible tallows and pork oil, and crude edible vegetable oils. Direct purchase and commission agency. M. Themans & Co. (importer, wholesaler, agent) Westblaak 32, or P.O. Box 1104, Rotterdam. WTD 1/29/62.

213 Tobacco, Snuff

SOUTH AFRICA—Paper made from leaf or waste tobacco, suitable for outside covering of small cigars or cigarillos. Imperial Cigar Manufacturing & Trading Co., Ltd., (manufacturer), P.O. Box 376, Durban. WTD 4/16/64.

220 Textile Mill Products

ENGLAND—Textile piece goods for garment manufacturing purposes: mixture cloths suitable for sportswear and slacks; knitted and stretch fabrics for leisure and swimwear; lightweight fabrics from synthetic fibers for blouses, lingerie, sleepwear, housecoats, etc. Agency. Herbert Sutton Ltd. (sales agent) Evelyn House, 62 Oxford St., London, W.1. WTD 5/1/64.

SAUDI ARABIA—Cotton, woolen, nylon, rayon cloth, suitable for manufacturing men's, women and children clothing; importer, wholesaler, retailer requests descriptive brochure and price lists. Illias & Zahid Stores, King 'Abd al- 'Aziz St., Madina.

SWEDEN—Laminated fabrics for jackets and coats. Pejo Inter Sport AB, (manufacturer, agent) Gimlegatan 9, Borås. WTD 4/27/64.

Upholstery, bedding fabrics; direct purchase and agency. Firma Lennart Strand, (wholesaler, agent, manufacturer) Manufakturgatan 7, Göteborg.

Textiles, fabrics suitable for the manufacture of women's ready-made clothes. Rubenson & Co. AB (manufacturer, importer, exporter, wholesaler) (Högbergsgatan 62) Box 4169 Stockholm 4. WTD 3/5/64.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Cotton fabrics all kinds, direct purchase and agency. Socomex (importer, dealer) 94 rue Lafayette, Paris. WTD 1/22/64.

NORWAY—Fabrics for the manufacture of flags and pennants. Arnodd Produkter (manufacturer) Vikebukt, Romsdal.

SOUTH AFRICA—Filter Cloth; tightly woven, for use in water treatment plants. Direct purchase and agency. DAVCO (Pty.) Ltd. (importer, retailer, manufacturer). 364 Umbilo Road, Durban. WTD 4/28/64.

SWEDEN—Cotton fabrics for pants, jackets, coats. Pejo Inter Sport AB, (manufacturer, agent) Gimlegatan 9, Borås. WTD 4/27/64.

Cotton goods, all kinds. Nabella Tex AB (manufacturer, importer) Nickelgränd 8, Stockholm. WTD 3/5/64.

222 Broad Woven Fabric Mills, Manmade, Silk

ENGLAND—Printed nylon suitable for quilting. L. and G. Cohen and Son Ltd. (manufacturer, exporter, importer, wholesaler), 3/4 Newgate St., London, E.C.1. WTD 4/22/64.

FRANCE—Silk fabrics all kinds. Direct purchase and agency. Socomex (importer, dealer). 94 rue Lafayette, Paris. WTD 1/22/64.

HONDURAS—Exclusive representation of Nylon and similar synthetic fabrics. Mondino & Solinas (importer, exporter, agent). P.O. Box 567, Tegucigalpa.

MOROCCO—Run-proof nylon fabrics, all colors, 30/40 deniers, 65/75 grams per square meter and 15/20 deniers, 30/35 grams per square meter for the manufacture of lingerie. Quotations Casablanca. C.I.B. (Compagnie Industrielle de Bonneterie), (Manufacturer), 24, rue de la Schlucht, Casablanca.

NIGERIA—Silk dress material. Also willing to import from manufacturers of suitable materials. Desires quotations c.i.f. Lagos, requests replies from manufacturers only. Otto Hamann, (importer, retailer, manufacturer's representative), 64/68 Oluwole St. P.O. Box 2021, Lagos. WTD 2/13/63.

PAKISTAN—All types of fabric used in manufacturing parachutes. Ghulam Rasul Lalkhotiwala & Co., (merchants & contractors), 5 Landa Bazar, Lahore. WTD 4/27/64.

SWEDEN—All kinds of synthetic fabrics. Direct purchase and agency. Per Sundström & Co. (importer, sales agent), Kungsgatan 55 Stockholm. WTD 3/5/64.

Terylene, Tetron, Tergal fibers. Nabella Tex AB (manufacturer, importer). Nickelgränd 8, Stockholm. WTD 3/5/64.

Nylon fabrics for sport jackets; stretch fabrics for pants. Pejo Inter Sport AB, (manufacturer, agent). Gimlegatan 9, Borås. WTD 4/27/64.

THAILAND—Acetate ribbon material cloth, 44″ or 46″ wide and 50 yards long per piece. Minimum order 10,000 yards. Hua Teck Chiang, (importer, wholesaler, retailer). 315 Sampeng St., Bangkok.

223 Broad Woven Fabric Mills, Wool

FRANCE—All kinds of woolen fabrics. Direct purchase and agency. Socomex (importer, dealer). 94 rue Lafayette, Paris. WTD 1/22/64.

SWEDEN—Woolen fabrics for pants, jackets, coats. Pejo Inter Sport AB (manufacturer, agent). Gimlegatan 9, Borås. WTD 4/28/64.

224 Narrow Fabrics, Smallwares Mills

GERMANY—Synthetic laces, edgings and stuffing; importer, wholesaler, manufacturers' representative requests replies from manufacturers only with price quotations. Direct purchase and agency. JOPITEX—Josef Pistreich, 4 Richard-Strauss-Str., 1 Berlin 33. WTD 11/14/63.

225 Knitting Mills

FRANCE—Children's garments: crawlers, teeshirts, crewnecks, snow suits. Direct purchase and agency. Sidemetal (importer, dealer), 36 ave Hoche, Paris 8e. WTD 9/25/64.

228 Yarn, Thread Mills

MOROCCO—Rayon yarn, 300, 450, 650, 900 and 1600 deniers, Orient colors for passementerie and trimmings to be presented in cones, disks and hanks, ungraded quality, 4th choice. Quotations Casablanca. Direct purchase and agency. Société Mécanique Jacquard (Manufacturer), Rue du Lieutenant Eon, Casablanca.

NIGERIA—Cotton waste weft yarns for the production of blankets, in natural and dyed colors. The yarn is to be made up on cops of 380x47 mm and 280x39 mm. Quotations c.i.f. Lagos. Gloede & Hoff (Nigeria) Ltd., 18 Manchester Road, P.O. Box 633, Kano, Northern Nigeria.

PAKISTAN—Yarn: carpet and worsted. Ghulam Rasul Lalkothiwala & Co. (merchants & contractors), 5 Landa Bazar, Lahore. WTD 4/27/64.

229 Textile Goods

FRANCE—Textile novelties: cotton and synthetic. Sopati—Societe Parisienne de Tissage (importer, dealer), 76-78 Champs Elysees, Paris. WTD 4/17/64.

GERMANY—Import or agency of artificial leather for use in the manufacture of shoes. (outer shoes). Direct purchase and agency. Otto Stockmayer & Sohn (wholesaler, sales agent, importer), Im Erlenteich 56, 678 Pirmasens.

SWEDEN—Raw material, accessories for the haberdashery and ready made clothing industry. Direct purchase and agency. Skrädderitillbehör KB (importer, wholesaler, sales agent), Box 4138, Stockholm 4. WTD 3/6/64.

230 Apparel

ENGLAND—Baby and infants ready-made clothing suitable for sale to children's stores. High quality only. Agency and direct purchase. Nu-Nap Ltd. (manufacturer, exporter, wholesaler), 145 Holborn, London, E.C.1. WTD 4/6/64.

Women's blouses and knitwear. Huppert Ltd. (retailer), The Knitwear House, 64 Regent St., London, W.1. WTD 4/16/64.

FRANCE—Children's garments: crawlers, teeshirts, crewnecks, snowsuits. Direct purchase and agency. Sidemetal (importer, dealer). 36 ave Hoche, Paris 8e. WTD 9/25/64.

GIBRALTAR—Ready made wear including dresses, blouses, men's, suits, men's shirts, and girl's and children's wear. The Gibraltar Trading Agency, Ltd. (importer, exporter, wholesaler, commission agent), 60/62 Irish Town, Gibraltar, P.O. Box 3. WTD 4/29/64.

SAUDI ARABIA—All kind of ready-made clothing for men, women, children, both outer and under wear; importer, wholesaler, retailer requests catalogs and price lists. Illias & Zahid Stores, King 'Abd al-'Aziz St., Madina.

SWEDEN—Nylon stockings (ladies), nylon shirts (mens). Paul Lederhausen AB (sales agent, importer, exporter). Essinge Brogata 2, Stockholm. WTD 12/31/63.

233 Women's, Misses', Juniors', Outwear

SWEDEN—Swimsuits. Kanter's of Scandinavia AB (manufacturer, importer, exporter). Malmgårdsvägen 63, Stockholm. WTD 3/5/64.

234 Women's, Misses', Juniors', Underwear

SWEDEN—Corsets, all kinds. Visby Korsett AB (manufacturer, importer, exporter), Visby Flygplats, Visby. WTD 3/4/64.

Brassieres, corsets. Kanter's of Scandinavia AB (manufacturer, importer, exporter), Malmgårdsvägen 63, Stockholm. WTD 3/5/64.

235 Hats, Caps, Millinery

SWEDEN—Raw material and accessories for hats and caps. Direct purchase and agency. Skrädderitillbehör KB (importer, wholesaler, sales agent). Box 4138, Stockholm 4. WTD 3/6/64.

238 Apparel, Accessories

FRANCE—Gloves (leather and cotton)—also caps. Ch. Grajek (manufacturer). 70 rue Vieille du Temple. WTD 5/14/63.

PAKISTAN—Used wearing apparel. Ghulam Rasul Lalkothiwala and Co. (merchants & contractors), 5 Landa Bazar, Lahore. WTD 4/27/64.

SWEDEN—Accessories for the manufacture of leather jackets. Direct purchase and agency. Skrädderitillbehör KB (importer, wholesaler, sales agent). Box 4138, Stockholm 4. WTD 3/6/64.

239 Fabricated Textile Products

SWEDEN—Towels, table cloth. Nabella Tex AB (manufacturer, importer). Nickelgränd 8, Stockholm. WTD 3/5/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural, Wood Products

FRANCE—Special plywoods—also wood items. Ets. Fontvieille (manufacturer). Rue du Marechal Leclerc, Dunkerque (Nord). WTD 1/23/63.

262 Paper

● **EL SALVADOR**—Newsprint: 500 reams, 37 gr. per sq. m., 24x36 in.; 500 reams, 50/52 gr. per sq. m., 30x40 in. Tender No. 43 (64), bid deadline June 16. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

264 Converted Paper Products

● **EL SALVADOR**—White bond paper watermarked "Gobierno De El Salvador": 500 reams, 75 gr. per sq. m., 30x40 in.; 500 reams, 60 gr. per sq. m., 30x40 in. Tender No. 45 (64), bid deadline June 16. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

● **NEW ZEALAND**—4085 reams printing paper, 30x40 in., 60 lb. basis wt., 95% capacity; 156 reams white art paper, 30x40 in., 87 lb. basis wt.; 40 reams white cartridge paper, 30x40 in., 115 lb. basis wt. Tender No. P&S 990, bid deadline June 10. Government Printing Office, Waterloo Quay, Wellington.★ (Telephone: 202-WO 7-3003).

272 Periodicals, Publishing, Printing

JAPAN—All types of magazines. Requests replies from wholesalers only. International Publishing Corp. (wholesaler). 8-6, Nishikawabatacho, Naka-ku, Nagoya. WTD 4/20/64.

273 Books

ENGLAND—Books of all kinds. Agency and Direct Purchase. Constable and Co., Ltd. (manufacturer, exporter, importer), 10-12 Orange St., London, W.C.2. WTD 4/2/64.

Technical books and journals. All fields. Agency and Direct Purchase. Richard S. Gothard and Co., Ltd. (exporter, importer, retailer), Spittal St., Marlow-on-Thames, Bucks. WTD 4/9/64.

MALAYSIA—All kind of books. M.A. Latif Bros. (manufacturers representative), 6 Leboh Ampang, Kuala Lumpur.

280 Chemicals, Allied Products

NETHERLANDS—All types of chemical products and solvents. Direct purchase and agency. Th. J. Verwaayen & Co. N.V. (importer, exporter, wholesaler. agent), 51 Graafstroomstraat, Rotterdam. WTD 2/5/64.

NORWAY—Chemical specialties primarily for industrial use, such as: degreasers and motor cleaners, municipal chemicals, coatings, industrial plant disinfectants and deodorants, anti-corrosion compounds. Halseth Industrimaskiner A/S (manufacturers' representative), 50 Ths. Heftyesgt., Oslo 2. WTD 1/14/64.

281 Industrial Chemicals

ENGLAND—Aromatic chemicals, synthetics, esters etc. for flavoring and perfumery uses; solvents for use in food flavors, etc. Agency and direct purchase. R. D. Campbell and Co. (manufacturer, exporter), Orleans Laboratories, Twickenham, Middlesex. WTD 5/1/64.

● **IRAQ**—Aluminum sulfate (alum); 1,000 mt. kibbled, containing 17/18% water soluble alumina, detrimentally free of iron, acid, arsenic. Tender notice No. 14, bid deadline June 2. Directorate General of Municipalities, Ministry of Municipal and Rural affairs, Baghdad.★ (Telephone: 202-WO 7-3468).

ITALY—Fungicide preservative in which sodium orthophenylphenate is the active compound. This product is dissolved in water and used to wash fruit before storage in refrigerated warehouse in order to prevent deterioration. Direct purchase and agency. I.C.A.P. (importer, dealer), Via De Amicis 26, Milan. WTD 1/10/63.

NETHERLANDS—Minerals for industrial use. Direct purchase and agency. Th. J. Verwaayen & Co. N.V. (importer, exporter, wholesaler, agent), 51 Graafstroomstraat, Rotterdam. WTD 2/5/64.

NORWAY—Anhydrous ammonia. Direct purchase and agency Jern og Kjemikalier A/S (importing wholesaler). 15 Skippergaten, Oslo. WTD 4/8/64.

282 Synthetic Materials

FRANCE—Synthetic textile fabrics. Direct purchase and agency. Socomex (importer, dealer), 94 rue Lafayette, Paris. WTD 1/22/64.

Orlon, dacron, nylon filament, staple, cotton, synthetic textile novelties. Sopati—Societe Parisienne de Tissage (importer, dealer), 76-78 Champs Elysees, Paris. WTD 4/17/64.

ITALY—Polyesther resins. Direct purchase and agency. Frimac International Machinery (agent), Via Volterra 13, Milan. WTD 12/10/63.

NORWAY—Melamine, plastic materials, synthetic resins, synthetic rubber, synthetic and other man-made fibers, except glass. Direct purchase and agency. Jern og Kjemikalier A/S (importing wholesaler, manufacturers agent), 15 Skippergaten, Oslo. WTD 4/8/64.

SWEDEN—Plastic raw material. Direct purchase and agency. Omni International AB (importer, exporter, sales agent), Virebergsvägen 15, Solna. WTD 2/13/64.

283 Drugs

● **IRAQ**—Injectables only, including such items as: cortisone acetate, chlorpheniramine maleate, phenylbutazine, epinephrine Hcl, pethidine, nikethamide, progesterone, heparin, insulin, reserpine, quinidine sulfate, prednisolone, chloroquine phosphate. Other items are vitamin B-12, I.M., vitamin C, I.V., vitamin B-complex, iron dextran complex, ephedrine Hcl., testosterone. Quantities vary from 1,000 to 100,000 vials; and from 1,000 to 2 million ampoules. Tender 21/64, bid deadline July 4. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

MALAYSIA—Pharmaceuticals for veterinary use. M. A. Latif Bors. (manufacturers representative), 6 Leboh Ampang, Kuala Lumpur.

● **VIETNAM**—Alcoholic tincture of Indian chestnuts. 20 bottles; essence of pure niaouli, 250 bottles; tincture of passion flower, 20 bottles; and other extracts and syrups such as "d'hammamelis," "dessessartz" and "polygala." Tender No. 1234-24044, bid deadline June 5. Items in French; rest of specification in English. Cable bids acceptable if formal bid airmailed at same time. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3394).

284 Soap, Detergents, Cosmetics

FRANCE—All kind of beauty products, cosmetics. Direct purchase and agency. Ets. Etach—Anc. Laboratoires Chatelain (manufacturer), 7 & 9 rue Julien Gallé, Colombes (Seine) WTD 4/9/64.

MALAYSIA—All types of cosmetics, toilet articles. M. A. Latif Bros. (manufacturers representatives), 6 Leboh Ampang, Kuala Lumpur.

SWEDEN—Chemical household products; toilet articles; cosmetics; hair preparations; articles of the kind sold by drugstores, also novelties. Direct purchase and agency. Adaco AB (agent), Box 5, Västra Frölunda, Göteborg. WTD 4/23/64.

285 Paints, Varnishes, Enamels

SAUDI ARABIA—Prepared paint, enamel, varnish, all kinds; importer wholesaler, retailer requests descriptive brochure and price lists. Hussayn Barbari & Co., Kuba St., Madina.

286 Gum, Wood Chemicals

● **EL SALVADOR**—Gum arabic, 2300 lb. Tender No. 44 (64), bid deadline June 12. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2090).

SOUTH AFRICA—Direct purchase of dyestuffs. W. T. Lane (manufacturers' agent, distributor), 423-425 Mutual Building, P.O. Box 90, East London.

289 Chemical Products

SPAIN—Carbon black for use in the manufacture of dyes and other products for the textile and chemical industries; and to act as exclusive sales agent in Spain for the product. Molins y Puigarnau, S.R.C. (manufacturer, importer), San Sebastian 201-231, Tarrasa, Barcelona. WTD 12/4/63.

291 Petroleum Refining

FRANCE—High quality industrial lubricants. Les Emulgateurs Industriels—Huiles Coupex (importer, exporter, wholesaler, retailer), 7 rue Jean Jaures, Puteaux (Seine). WTD 10/25/63.

299 Petroleum, Coal Products

NORWAY—Industrial lubricants and coatings, chain and cable lubricants. Direct purchase and agency. Halseth Industrimaskiner A/S (manufacturers' representative), 50 Ths. Heftyesgate, Oslo 2. WTD 1/14/64.

301 Tires, Inner Tubes

PAKISTAN—All kinds of automotive tires and tubes. Mohamed Shafi Mohamed Rafi (importing distributor), 57 The Mall, Lahore. WTD 4/28/64.

311 Leather Tanning, Finishing

FRANCE—Leather for the manufacturing of shoes and handbags. Direct purchase and agency. Les successeurs de Gaston Fournier (importer, dealer), 76 blvd Magenta, Paris 10e. WTD 1/31/64.

Leather for the manufacturing of shoes. Les Producteurs Associés (manufacturer), 5 ave. de la République, Paris 11e. WTD 1/31/64.

SAUDI ARABIA—All types of leather belts for agricutural machinery and equipment; importer, wholesaler, retailer requests price quotations c.i.f. Jidda. Muhammad Hamza Sadiq Khalifa, Manakha St., Madina.

314 Footwear

FRANCE—Shoes—all kinds. Direct purchase and agency. Socomex (importer, dealer), 94 rue Lafayette, Paris. WTD 1/22/64.

319 Leather Goods

NORWAY—Upholstery materials, artificial leather and other materials for buses. Direct purchase and agency. Carl Heffermehl Jr. A/S (importing wholesaler, mfrs. agent), 5 Akersgt, Oslo. WTD 4/24/64.

326 Porcelain Electrical Supplies

● **GREECE**—Insulators, porcelain, suspension type, 75,000. Tender No. DMPM 242, bid deadline June 30. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

331 Steel Mill Products

● **BURMA**—M.S. channels 800 lt.; m.s. tee's 148 lt.; shipbuilding plates 225 lt.; m.s. plate and sheets, 133 lt. Tender No. 44/05/63-64 G, bid deadline June 6. The Secretary 1, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2613).

● **INDIA**—Standard channels, ship channels, angles, plates, flats, rounds, squares, hexagons, slabs and sheets, various sizes, quantities. Tender No. HAL/SPL. Steels/1801/V/B, bid deadline June 6. The Controller of Purchase, Hindustan Aircraft, Ltd., Bangalore 17, Mysore.★ (Telephone: 202-WO 7-2363).

SPAIN—Ferroalloys for own use in the manufacture of auxiliary equipment and parts for the textile, chemical, dyeing and other industries and to act as exclusive agent for all Spain for ferroalloys used by the entire metallurgical industry. Molins y Puigarnau, S.R.C. (importer, manufacturer), San Sebastian 201-231, Tarrasa, Barcelona. WTD 12/4/63.

● **THAILAND**—Steel canted bearing plates for 70 lb. rails, B.E.2506, drawing No. 1882-113, weight per piece 2.81 kg., 918,000 pieces, estimated weight 2,580 mt. Bid deadline June 30. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-2363).

333 Primary Smelting, Refining of Nonferrous Metals

● **IRAN**—Aluminum ingot 4 mt. in 10/15 kg. sizes. Bid deadline July 18. Ministry of War, Armament Dept., Teheran.★ (Telephone: 202-WO 7-2181).

ITALY—Chromite. Direct purchase and agency. CHIMETAL, S.r.l. (manufacturer), Via Ponte Seveso 30, Milan. WTD 12/10/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **GREECE**—Aluminum conductor steel reinforced (ACSR) 1,400 km. Tender No. DMPM-241, bid deadline June 19. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102. Worldwide procurement but if award made to U.S. firm, procurement may be charged against AID loan.★ (Telephone: 202-WO 7-2181).

342 General Hardware

PAKISTAN—Hardware: nuts, bolts, hinges, screws, wood screws, pipes, tapes and dies. Pakland Tools Co. (merchants and contractors), 48-A Brandreth Road, Lahore. WTD 4/27/64.

SAUDI ARABIA—Carpentry tools, building materials; importer, wholesaler, retailer requests quotations c.i.f. Jidda. Hussayn Barbari & Co., Kuba St., Madina.

Carpentry tools; building materials; builders hardware; importer, wholesaler, retailer requests quotation c.i.f. Jidda. Muhammad Yasin Bakhit, P.O. Box 33, Madina.

SWEDEN—Accessories for the luggage industry. Direct purchase and agency. Skrädderitillbehör KB (importer, sales agent, wholesaler), Box 4138, Stockholm 4. WTD 3/6/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Gas heaters (wall heat-

ers), 12,000-40,000 BTU; chimney heaters, 20,000-70,000 BTU; furnaces, 80,000-160,000 BTU. Direct purchase and agency. D. Hoenson & Co. N.V., (manufacturers' agent) 296 Keizersgracht, Amsterdam. WTD 3/19/64.

Gas fired domestic heating equipment. Importing Distributor. Gebr. Mendel, (manufacturer, importer, wholesaler, exporter) Oranjestraat 21, (P.O. Box 191), Apeldoorn.

SAUDI ARABIA—All types of sanitary equipment and fittings; importer, wholesaler, retailer requests descriptive literature and price lists. Hussayn Barbari & Co., Kuba St., Madina.

344 Structural Metal Products

FRANCE—Pickling tanks, suction and discharge of vapors, heating with external heat exchangers. O. Fakler & Cie (manufacturer), 33 blvd. Jeanne d'Arc, Montreuil-sous-bois (Seine). WTD 6/10/63.

● **GUATEMALA**—Locks, gates, grilles. Tender No. 2-64, bid deadline July 1. Pressure pipe, fittings, other accessories for sluice channel for the Los Esclavos hydroelectric plant. Tender No. 3-64, bid deadline July 6. Specifications available from Instituto Nacional de Electrificacion—INDE, Edificio "Lubia," 5th fl., 4a Calle 5-10, Zona 1, Guatemala City, upon payment of $15.00. Correspondence preferred in Spanish.

● **NEW ZEALAND**—Intake gates, bulkhead, gate lifting gear for Manapouri Hydroelectric project. Contract No. 4545-105, bid deadline July 28. Bechtel Corp., Purchasing Dept.-4545, 220 Bush St., San Francisco 4, Calif.

348 Fabricated Wire Products

MALAYSIA—All kinds of wire rope. Euco Engineers Ltd., (engineering), Lee Wah Bank Bldg., Medan Pasar, Kuala Lumpur. WTD 2/19/64.

349 Fabricated Metal Products

● **BURMA**—300 clamps for 2 in. vacuum hose pipe. Tender No. 1836/132/F.P., bid deadline June 15. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Parts used for the manufacture of aluminum venetian blinds, such as headrails, bottomrails, slats, laddertapes, tiltrods, tassels, and brackets. Firma de Graaf & Co. (importer, manufacturer, exporter), Valckslotlaan 19, Goes.

NICARAGUA—Check valves for water system; request price quotations c.i.f. Corinto. Empresa Aguadoar de Managua, 3a Ave. S.E. y 7 Calle, Managua.

● **UNITED ARAB REPUBLIC**—Supply of air raid alarm system, spare parts. Tender No. 62/63/301F, bid deadline June 6. General Manager, Telegraphs and Telephones, Ramses St., Cairo.★ (Telephone: 202-WO 7-4823).

352 Farm Machinery

FRANCE—Garden tools and equipment, horticulture implements, motor-driven lawnmowers, and sprayers. Direct purchase and agency. Paris Genève (manufacturer), 49 blvd. Richard Lenoir, Paris 11e. WTD 4/11/63.

SWEDEN—Garden machinery and equipment, except hand tools. Handelsfirman Novo AB, (wholesaler) Parkgatan 31, Göteborg.

353 Construction Equipment

ECUADOR—Pavers and auxiliary equipment; to include batch plant, mixer, spreader, finisher, cutter, and all additional machinery for complete paving operation, utilizing concrete, bituminous or asphalt materials, and aggregates. Agent requests descriptive catalogs and quotations c.i.f. Guayaquil. César Guillermo López, P.O. Box 2591, Quito. WTD 5/5/64.

Rock jaw crushing machine, 8″x10″, with steel and manganese jaws, frictionless bearings, feed chute, fly wheel and pulley for V belt (ICA Code No. 7409). Diesel motor, 40 hp. effective to 3,000 meters (9,843 ft.) above sea level; steel base with radiator panel and fan, turbocharger, fuel tank and pipes. Automatic stop control of excessive speed, pressure and temperature. Manometer and indicators. Equipment with pulley for V belt and flywheel (ICA Code No. 7302). (Manufacturer requests quotation c.i.f. Guayaquil.) Cooperativa Bolívar, Bolívar (Provincia del Carchi).

ENGLAND—Contractors plant and machinery; mechanical handling equipment; items such as cranes, excavators, shovels, compressors, dumpers, rollers, welders, concrete mixers, and fork lift trucks. Agency and direct purchase. Chamberlain Plant Ltd. (sales agent) Crown House, Southbury Road, Enfield, Middlesex. WTD 5/29/62.

FRANCE—Public works equipment, such as cranes, mounted tractors, power shovels. Direct purchase and agency. Pigeon-France (importer, dealer), 3 rue d'Anjou, Paris 8e. WTD 4/17/64.

Public works equipment such as cranes, truck mounted, automotive; tractor mounted power shovels. Direct purchase and agency. Societe ALBI (manufacturer, importer, dealer), 178 bis rue de Paris, Pantin (Seine).

Public works equipment such as cranes, tractor-mounted power shovels and spare parts, truck-mounted automotive cranes. Direct purchase and agency. Intermat (importer, dealer, agent), 16 rue Martel, Paris 10e. WTD 4/17/64.

ITALY—Specialized mining machines and equipment. Direct purchase and agency (Sales Agent and Representative). Ing. Folke Hultgren S.p.A., Piazza della Vittoria 14/14, Genoa.

PAKISTAN—Automobile lifts for service station with air gauge, air compressor. Pakland Tools Co., (merchants and contractors) 48-A Brandreth Road, Lahore. WTD 4/27/64.

SWEDEN—Medium-priced *used* civil engineering and house building equipment including mobile cranes, capacity 15-25 tons. AB Commerce, (wholesaler, agent) S:t Sigfridsgatan 28, Falköping.

● **TURKEY**—Supply of 3,150 roller bearing journal boxes, global tender No. TTS:33, bid deadline June 10. TCDD Isletmesi (State Railways), Merkez Alim ve Satim Komisyonu Reisligi, Ankara. English specifications may be obtained from Modern Tercume Burosu, Ulus Ishani D Bloku No. 304, Ulus, Ankara, at a charge of TL 50 (US$5.56).

354 Metalworking Machinery

● **INDIA**—3 automatic pipe and bolt threading machines, complete with die head suitable for pipe range ½ in. to 4 in. and bolt range for nc and nf threads ½ in. to 1½ in. Tender No. 594/Beas/PR/53528/P, bid deadline July 15. Superintending Engineer, Procurement Circle, P.O. Talwara Talwara Township (Pd). Specifications available from India Supply Mission (Ref.-D/ENQ/1012), 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

ITALY—Machinery for the manufacture of flexible metal and plastic tubes. Direct purchase (manufacturer and wholesaler). LAMES S.p.A., Via S. Ruffino 29, Chiavari (Province of Genoa).

PAKISTAN—Electrical goods; electrical drills; hand and table grinders; sanide blower; valve refacers, electrical tools; solder. Pakland Tools Co., (merchants and contractors), 48-A Brandreth Road, Lahore. WTD 4/27/64.

355 Special Industry Machinery

ECUADOR—Reconditioned equipment for carbonated beverages production. Capacity: 500-1,200 dozen bottles per 8 hours. Cif Guayaquil, requests replies in Spanish. Gonzalo Davalos Valdivieso, Calle Reina Victoria 154 (mailing address: P.O. Box 3055).

ENGLAND—Automatic bottling machinery and mechanical handling equipment for containers and crates. Agency or possibly manufacturing under license. U. D. Engineering Co., Ltd., (manufacturer, exporter) Abbey Works, Cumberland Ave., Park Royal, London, N.W. 10. WTD 4/3/64.

FRANCE—Packing equipment including marking devices—preferably items of a new character or improving systems. Direct purchase and agency. Visciano (importer, dealer), 27 rue Georges Clémenceau, Chatou (Seine & Oise). WTD 4/17/64.

Equipment for petroleum drilling and refinery. Direct purchase and agency. Societe d'Approvisionnement de Matériel Pétrolier (importer, dealer), 14 rue des Reculettes, Paris 13e. WTD 10/23/63.

GRENADA (WEST INDIES)—Machine to package hair pomade in glass jars. Request replies from manufacturers only. O. D. Brisbane & Sons (Grenada) Ltd., P.O. Box 99, St. George's, Grenada, W.I. WTD 5/4/64.

● **INDIA**—One steam cleaning unit for diesel locomotives and cranes, 100-115 lb. of steam per hr. for each of 2 washing guns. Bid deadline June 30. The Deputy Chief Accounts Officer, (Engineering) Madras Port Trust Office, Madras 1.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Carpet manufacturing machinery; tufted carpet manufacturing machinery. Ghulam Rasul Lalkothiwala & Co. (merchants & contractors), 5 Landa Bazar, Lahore. WTD 4/27/64.

Vulcanizing machines. Pakland Tools Co. (merchants and contractors), 48-A Brandreth Road, Lahore. WTD 4/27/64.

SOUTH AFRICA—Log splitters, suitable for softwoods (pine and gum), up to approximately 30″ diameter and 6′ 6″ length; also chippers suitable for hardwoods (some extremely hard). Direct purchase and agency. F. G. Licence (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 1362, Durban, Natal. WTD 4/20/64.

SWEDEN—Material and machinery for the graphic industry. Claes W. Zethraeus AB (importer, exporter, sales agent), Box 15072, Stockholm 15. WTD 3/23/64.

356 General Industrial Machinery

ENGLAND—Engine reconditioning equipment, petrol or diesel; equipment for flame spraying ceramics, stellite, and tungsten. Agency and direct purchase. Thompson Engineering Co. (manufacturer, wholesaler, sales agent), 266-268 Beulah Hill, Upper Norwood, London, S.E.19. WTD 4/13/64.

Automatic machinery for assembly and packaging; industrial automation products; feeding and handling equipment. Agency and direct purchase. C. F. C. Loven, Grafton Gardens (sales agent), Cross Oak Road, Berkhamsted, Hertfordshire. WTD 4/17/64.

FRANCE—Packing equipment—preferably items of a new character or improving systems. Direct purchase and agency. Visciano (importer, dealer), 27 rue Georges Clémenceau, Chatou (Seine & Oise). WTD 4/17/64.

ITALY—Subsurface pumps. Direct purchase and agency (sales agent and representative), Ing., Folke Hultgren S.p.A., Piazza della Vittoria 14/14, Genoa.

JAPAN—Device or equipment for removing obnoxious sulphurous acid gas (SO_2) from chimney smoke, other than lime or activated carbon method. Shinwa Trading Co., Ltd. (Shinwa Boeki K.K.), 8 Kanda Zaimoku-cho, Chiyoda-ku, Tokyo. WTD 4/30/64.

NICARAGUA—Water pumps: four 5,600 gallon per minute and three 2,450 gallon per minute. Empresa Aguadora de Managua. 3a. Ave. S.E. y 7 Calle, Managua.

PAKISTAN—Machinery: air compressors, pumps ice plant blowers. Mohamed Shafi Mohamed Rafi (importing distributor), 57 The Mall, Lahore. WTD 4/28/64.

SOUTH AFRICA—Single-stage centrifugal pumps, direct-coupled to ¾ h.p. 220/230 volt single-phase electric motors; mono-bloc construction and preferably fitted with leaf trap; fully self-priming. Requires details and prices on basis of 50 units per consignment. Direct purchase and agency. DAVCO (Pty.) Ltd. (importer, retailer, manufacturer), 364 Umbilo Road, Durban. WTD 4/28/64.

357 Office, Computing, Accounting Machines

SOUTH AFRICA—Office machines, especially time clocks and franking machines. Direct purchase and agency. Typewriter Service (Pty.) Ltd. (importer, retailer, agent), 397 Smith St., Durban, Natal. WTD 4/20/64.

● **UNITED ARAB REPUBLIC**—Weighbridge, capacity 100 tons; automatic weighbridge, force 50 tons, 1 each. Bid deadline June 8. The Inspector General of Wav and Works. Rames Square, Cairo.★ (Telephone: 202-WO 7-4378).

358 Service Industry Machines

ENGLAND—Air conditioning and filtration equipment of all kinds. Agency and direct purchase. Eaton-Williams (Millbank) Ltd. (manufacturer), 76 Park Lane, Croydon, Surrey. WTD 4/22/64.

Industrial refrigeration machinery and equipment. Agency and direct purchase. U. D. Engineering Co., Ltd., Abbey Works, Cumberland Ave., Park Royal, London, N.W.10. WTD 4/3/64.

FRANCE—Complete sulphuric acid recovery plants with crystallization of ferrous sulphate, from the smallest to the highest capacity and specially for continuous strip pickling line. O. Fakler & Cie (manufacturer), 33 blvd Jeanne d'Arc, Montreuil-sous-Bois (Seine). WTD 6/10/63.

NETHERLANDS—Natural gas operated commercial cooking equipment. Exclusive agency or direct purchase. Requests replies from manufacturers only. Oliemaatschappij Shamrock N.V. (importer, wholesaler), 14 Dokweg, P.O. Box 58, IJmuiden.

SAUDI ARABIA—Evaporation air coolers for household use; importer, wholesaler, retailer requests quotations c.i.f. Jidda. Muhammad Yasin Bakhit, P.O. Box 33, Madina.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **UNITED ARAB REPUBLIC**—Supply, erection, start up for weaving shed at El-Kanater ElKhairia. Bid deadline June 20. General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

361 Electrical Transmission, Distribution Equipment

ENGLAND—Reeds for relays, electric magnetic relays and associated equipment. Agency and direct purchase. Keyswitch Relays Ltd. (manufacturer), 120-132 Cricklewood Lane, London, N.W.2. WTD 4/16/64.

● **GREECE**—Transformers, 20/25 mva, 150/15, 75 kv. 3-phase, 50 cycles, 4; transformers, 10/12.5 mva, 150/15.75 kv. 3-phase, 50 cycles, 2. Tender No. DMPM-234, bid deadline June 24. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens. In case award is made to a U.S. firm, procurement may be charged against AID loan.★ (Telephone: 202-WO 7-4242).

● **KOREA**—Electric measuring instruments and test equipment including but not limited to the following: triple parallel plate plastometer; transformer for meter comparative testing equipment; radio receivers for medium-short wave; electron tube testers; HF and VHF spectrum analyzers; communication receivers. Tender No. KFX-4014-S, bid deadline June 1. Office of Supply, Government of the Republic of Korea, Seoul. Terms, specifications available from Embassy of the Republic of Korea, 2320 Massachusetts Ave., N.W. Washington, D.C.

NICARAGUA—Transformers for use in conjunction with water system. Empresa Aguadora de Managua, 3a. Ave. S.E. y 7 Calle, Managua.

● **PAKISTAN**—Supply and erection of electrical equipment for electrification of jute mills. Included in the 11KV, 3-phase, 50 cycles system are: transformers, power and lighting, distribution boards, and related equipment. Tender No. PD-IV/6362/1987, bid deadline June 2. Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca 2. A copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **PANAMA**—Transformers, 2500 kva, single phase, 60 cycles, 4; oil circuit breakers, 34.5 kv, 1200 amp. 500 mva interrupting capacity, 3 pole, 1. Tender No. 50, bid deadline July 15. Intsituto de Recursos Hidraulicos Electrificacion (IRHE), Apartado 5285, Panama.★ (Telephone: 202-WO 7-4242).

● Control switchboard and metalclad switchgear assembly, 1; 125 v. station battery, one; battery charger, 1; distribution switchboard, 1; lighting panelboard, 1; d.c. panelboard, 1; transformers, 75 kva, 4160-120/208 v., 3-phase, 2; transformers 15 kva, 4160-120 v., single phase, 3; transformers, 5 kva, 4160-120/240 v. single-phase, 1; water level transmitter, 1; and water-level recording and indicating receiver, 1. Tender No. 51, bid deadline July 16. Instituto de Recursos Hidraulicos y Electrificacion (IRHE), Apartado 5285, Panama, R.P.★ (Telephone: 202-WO 7-4242).

● **TURKEY**—Transformers, 10,000 kva, 34.5/6.3 kv outdoor type, 1; 7,500 kv, 1; and 5,000 kva, 2. Bid deadline July 3. "E.G.O." Ankara Elektrik Havagazi ve Otobus, Isletme Muessesi Genel Mudurlugu, Ankara.★ (Telephone: 202-WO 7-4242).

364 Electric Lighting, Wiring Equipment

● **GREECE**—Pole line hardware, fittings for 150 kv line. Tender No. DMPM-245, bid deadline June 23. Public Power Corp. Purchasing Dept., 30 Chalkokondili St., Athens 102. In case award is made to U.S. firm, procurement may be charged against AID loan.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

ISRAEL—Hi-fidelity equipment, phonographs, tape recorders and related products. Sound systems and audio components such as microphones, loudspeakers, amplifiers, pre-amplifiers and related products. Importer, wholesaler, agent requests offers including catalogs and price lists. Direct purchase and agency. Telemusica Ltd., 6 Rama St., P.O. Box 165, Givatayim. WTD 3/20/64.

SWEDEN—Hi-fidelity equipment, tape recorders. Electroniska Ljud (retailer), Kapellgatan 7, Solna.

366 Communication Equipment

● **GREECE**—Supply of 450 3-shift page teleprinters, associated equipment; 450 subscriber control boxes. Estimated value $380,000. Tender No. 6309, bid deadline June 24. Hellenic Zelecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

ISRAEL—Intercommunication and telephone systems. Importer, wholesaler, agent requests offers including catalogs and price lists. Direct purchase and agency. Telemusica Ltd., 6 Rama St., P.O. Box 165, Givatayim. WTD 3/20/64.

367 Electronic Components

ENGLAND—Electronic tubes, semi-conductors, components. Agency and direct purchase. Walmore Electronics Ltd. (importer, wholesaler, sales agent). 11-15 Betterton St., Drury Lane, London, W.C.2. WTD 4/9/64.

MOROCCO—Components and kits for portable transistor TV sets and components for radio receivers and TV sets. Quotations Casablanca. Radelec (manufacturer), 10 rue Pégoud, Casablanca.

371 Motor Vehicles, Motor Vehicle Equipment

ITALY—Automotive maintenance equipment for road cleaning. Direct purchase and agency (Sales agent and representative). Ing. Folke Hultgren S.p.A., Piazza della Vittoria 14/14, Genoa.

PAKISTAN—Tools: pneumatic and electric; workshop equipment: automotive and general workshop; Automotive spare parts. Mohamed Shafi Mohamed Rafi (importing distributor), 57 The Mall, Lahore. WTD 4/28/64.

Auto parts: gas analyser; powerlite for tuning engines; compressor gauges; cell tester; battery charger; bathing charger bulb; fast charger; mulite tester. Pakland Tools Co. (merchants and contractors), 48-A Brandreth Road, Lahore. WTD 4/27/64.

SAUDI ARABIA—All types of repair, replacement parts for motor vehicles including batteries and tools; importer, wholesaler, retailer requests quotations c.i.f. Jidda. Muhammad Hamza Sediq Khalifa, Manakha St., Madina.

SWEDEN—Automobile parts, accessories, tools. Direct purchase and agency. AB En-

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

terprise (importer, exporter, sales agent), Riddargatan 12, Stockholm. WTD 2/5/64.

373 Ship, Boat Building, Repairing

FRANCE—Boats—mostly plastic. Direct purchase and agency. Manover—Manufacturer Française d'Objets en Fibre de Verre & Plastique (manufacturer), 14 rue Montgolfier, Paris 3e. WTD 10/17/63.

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Scientific instruments and laboratory apparatus. Agency and direct purchase. Baird and Tatlock (London) Ltd. (manufacturer, exporter, importer), 14-17 St. Cross St., Hatton Garden, London, E.C.1. WTD 2/13/64.

Scientific and laboratory instruments and apparatus, particularly for measurement, testing and control. Agency. T.E.M. Sales Ltd. (manufacturer, sales agent), Gatwick Road, Crawley, Sussex. WTD 4/3/64.

GERMANY—High-class laboratory apparatus for all branches of science. Importer, wholesaler, manufacturers' representative requests reply from manufacturers with price quotations. Direct purchase and agency. Franz Bergmann KG, 1 Berlin 37, Berliner Str. 25.

Laboratory instruments and equipment, direct purchase; replies from manufacturers only: c.i.f. European ports, requests replies in German. Dr. Taurke vorm. Dr. Goercki (wholesaler, manufacturer, exporter), 29 Saarbruecker Strasse, Dortmund. WTD 4/27/64.

SWEDEN—Laboratory equipment, glove box. Laboratorieinredningar AB (manufacturer, wholesaler), Kungsgatan 18, Stockholm C. WTD 2/11/64.

384 Medical, Dental Instruments

FRANCE—Surgical instruments and apparatuses. Direct purchase and agency. Ets. Haran (manufacturer, importer, dealer), 40 rue Saint Jacques, Paris 5e. WTD 4/16/64.

GERMANY—Spray bandage tins which apply an antiseptic protective film on wounded skin areas. Paul G. Bollmann (importer), Harvestehuder Weg 21, Hamburg 13. WTD 10/3/63.

SWEDEN—Dental prothesis. AB E. A. Dentalvaror (importer, sales agent, wholesaler), Drottninggatan 59, Stockholm. WTD 2/12/64.

Dental equipment, supplies. Hansa Dental Depot (importer, sales agent, retailer), Adolf Fredriks Kyrkogata 13, Stockholm C. WTD 2/12/64.

SWITZERLAND—Hospital beds with motor driven movable head. Direct purchase and agency. Luedin & Cie. AG (manufacturer, distributor), Gasstrasse 62, Basel 13.

386 Photographic Equipment

ENGLAND—Filmstrips and color slides for use as teaching aids. Minature Gallery (importer), 60 Rushett Close, Long Ditton, Surrey. WTD 4/22/64.

NORWAY—Reproduction cameras for graphic art. Direct purchase and agency. Hiorth & Faerden A/S (importing wholesaler, manufacturer's agent), 5B Munchsgate, Oslo. WTD 3/11/64.

391 Jewelry, Silverware, Plated Ware

MALAYSIA—all kinds of baby goods. M. A. Latif Bros. (manufacturers representative), 6 Leboh Ampang, Kuala Lumpur.

393 Musical Instruments, Parts

ENGLAND—Components for use in manufacture of amplifiers and electronic organs. Also leather-cloth, cabinet fittings, handles, and organ keyboards. Watkins Electric Music Ltd. (manufacturer), 66 Offley Road, London, S.W.9. WTD 4/7/64.

SWEDEN—Electronic organs. Electroniska Ljud (retailer), Kapellgatan 7, Solna.

394 Toys, Sporting Goods

FRANCE—All kinds of toys, educational and self-construction. Direct purchase and agency. Socomex (importer, dealer), 94 rue Lafayette, Paris. WTD 1/22/64.

Plastic toys. Direct purchase and agency. Germain Guibert (importer, dealer), Rue de l'Etang, Feucherolles (Seine & Oise).

MALAYSIA—Baby carriages, walkers, strollers. M. A. Latif Bros. (manufacturer's representative), 6 Leboh Ampang, Kuala Lumpur.

SWEDEN—All kinds of golf equipment. Direct purchase and agency. Svenska Golfimporten (wholesaler, agent), Box 20015, Malmö 20. WTD 4/28/64.

Toys of all kinds. Netto-Fabrikerna (wholesaler, sales agent), Nässjö.

395 Office, Artists' Materials

FRANCE—Art materials, including paint dryers, varnishes, paints, brushes. Direct purchase and agency. A. Martin & Cie (importer, dealer), 14 rue du Bourg Tibourg, Paris 4e. WTD 12/26/63.

NETHERLANDS—Self adhesive and heat sealing labels for cloth or garments, other devices for marking cloth, label dispensers, other small relative articles. S. Braunius & Zonen (importer, exporter), Polstraat 74 (P.O. Box 148), Deventer.

396 Costume Jewelry, Notions

FRANCE—Bedding feathers. Ets. Topiol Freres & Cie (manufacturer), 24 rue de la VOie des Bancs, Argenteuil (Seine & Oise). WTD 4/16/64.

GIBRALTAR—All kind of novelties. The Gibraltar Trading Agency, Ltd., 60/62 Irish Town (P.O. Box 3), Gibraltar. WTD 4/29/64.

NETHERLANDS—Novelties for offices, small items for hobby or handicraft, jewelry and gifts suitable for mail order handling. S. Braunius & Zonen (importer, exporter), Polstraat 74 (P.O. Box 148), Deventer.

398 Manufacturing Industries

MALAYSIA—All kinds of hair brushes. M. A. Latif Bros. (manufacturer's representative), 6 Leboh Ampang, Kuala Lumpur.

399 Manufacturing Industries

FRANCE—Gift articles for sale in bookshops. Direct purchase and agency. Germain Guibert (importer, dealer), Rue de l'Etang, Feucherolles (Seine & Oise).

Gift articles and novelties. Direct purchase and agency. Socomex (importer, dealer), 94 rue Lafayette, Paris. WTD 1/22/64.

MONACO—Wigs, braids, toupees, etc. made of nylon or Dynel. Cosam S.A.M. (manufacturer, importer), 17 Boulevard de Suisse, Monte Carlo. WTD 4/30/64.

SWEDEN—Hairdressing trade accessories. Wella AB. (wholesaler, sales agent), Becksjudarvägen 37, Nacka.

505 Farm Products, Raw Materials

SOUTH AFRICA—Raw cotton. W. T. Lane, 423-425 Mutual Building, P.O. Box 90, East London.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

GERMANY—Dairy products. Seeks agency representation for Land Hesse. Jakob Briechle (sales agent), Gemündener Strasse 48, 6 Frankfurt/Main-Süd 10. WTD 3/11/64.

209 Miscellaneous Food Products

GERMANY—Foodstuffs of all type. Seeks agency representation for Land Hesse. Jakob Briechle (sales agent), Gemündener Strasse 48, 6 Frankfurt/Main-Süd 10. WTD 3/11/64.

NETHERLANDS—Oils and fats (animal and vegetable). N.V. Commissiehandel v/h Julius van Roosendaal Beursgebouw, Coolsingel, Rotterdam.

222 Broad Woven Fabric Mills, Man-Made, Silk

NIGERIA—Artificial silk dress material (brocades, taffetas, etc.); synthetic dress materials and Dacron suitings for men (Dacron-wool mixtures; dacron cotton mixtures). Exclusive agency, request replies from manufacturers' only. Otto Hamann (manufacturers' representative), 64/68 Oluwole St., P.O. Box 2021, Lagos. WTD 2/13/63.

SWEDEN—All kind of nylon fabrics. Clas Carling, Kungsbacka. WTD 11/5/63.

225 Knitting Mills

SOUTH AFRICA—Foam backed Jersey cloth, in both sueded and unsueded finish. Mendelson & Frost, (Pty) Ltd. (distributor), 10 Todd St., (P.O. Box 266), Port Elizabeth.

262 Paper Mills, Products

GERMANY—Newsprint. Papimex, W.A.H. Christmann K.G. (sales agent), 5 Langenbeckplatz, 62 Wiesbaden.

SOUTH AFRICA—Filter paper for industrial use. A. Blomson (manufacturer's agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

263 Paperboard Mills

GERMANY—All kind of paperboard. Papimex, W. A. H. Christmann K.G. (sales agent), 5 Langenbeckplatz, 62 Wiesbaden.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—Wallpaper: modern and original designs, better quality, washable; requests samples, size of rolls, and prices C & F Cape Town from manufacturers only. M. M. Roseman (manufacturers' agent), 530 Grand Parade Centre, Adderley St., Cape Town. WTD 11/24/62.

280 Chemicals, Allied Products

SOUTH AFRICA—Chemicals, raw materials of all kinds, industrial, pharmaceutical and veterinary; requests replies from manufacturers only. A. Blomson (manufacturer's agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

281 Industrial Chemicals

FRANCE—Raw materials and any other supply suitable for the plastic industry. Compagnie Centrale des Métaux—Kahn & Cie (agent), 41 rue Auger, Pantin (Seine). WTD 11/30/62.

282 Synthetic Materials

GERMANY—Cellulose for use in the paper industry. Papimex, W. A. H. Christmann K.G. (sales agent), 5 Langenbeckplatz, 62 Wiesbaden.

SWITZERLAND—Plastic sheets, corrugated and plain, also reinforced with fiber glass and wire, and flexible plastic sheets for waterproofing. Vanico S.A. (importer, distributor), 30 Ave., Riant-Parc, Petit-Saconnex, Geneva. WTD 11/12/63.

283 Drugs

GERMANY—Pharmaceutical preparations and medicinal chemicals; requests quotations c.i.f. Hamburg/Bremen. Ottomar Päsel & Kurt H. Stieler (importer, wholesaler, sales agent), 10 Löherstrasse, 6 Frankfurt/Main. WTD 9/20/62.

284 Soap, Detergents, Cosmetics

GERMANY—Cosmetics, all kinds. Ottomar Päsel & Kurt H. Stieler (importer, wholesaler, sales agent), 10 Löherstrasse, 6 Frankfurt/Main. WTD 9/20/62.

287 Agricultural Chemicals

SPAIN—All kinds of liquid fertilizer. Quimicamp, Ltda. (manufacturer), D. Pedro el Catolico 14-18, Apartado 598, Zaragoza. WTD 10/14/63.

289 Chemical Products

GERMANY—Reagents, importer, wholesaler, sales agent requests quotations c.i.f. Hamburg/Bremen. Ottomar Päsel & Kurt H. Stieler, 10 Löherstrasse, 6 Frankfurt/Main. WTD 9/20/62.

291 Petroleum Refining

FRANCE—Lubricants for cars (for motors and brakes). Agent requests replies in French. Maurice Larchet, 5 Place d'Italie, Paris.

301 Tires, Inner Tubes

FRANCE—Tires and inner tubes for cars. Agent requests replies in French. Maurice Marchet, 5 Place d'Italie, Paris.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Household hardware particularly kitchen articles; mechanics hand tools. Requests replies from manufacturers only. W. Nissen (Pty.) Ltd. (manufacturers' agent), P.O. Box 1665, Cape Town.

343 Heating Apparatus, Plumbing Fixtures

SOUTH AFRICA—L.P. gas household appliances and L.P. gas incinerators; requests replies from manufacturers only. Cyril Caro (Pty.) Ltd., (manufacturer's agent), P.O. box 723, Cape Town.

352 Farm Machinery

COLOMBIA—Clutch plates and covers for farm tractors and vehicles; clutch thrust bearings, tapered roller bearings; engine crankshaft and connecting rod bearings for tractors; pistons, piston rings and sleeves for farm tractors; stearing gears and worms for farm tractors and vehicles; oil seals, hydraulic hose. Desires exclusive agency for all Colombia. Casa Inglesa Ltda. (sales agency), Apartado Aereo 13, Barranquilla. WTD 3/23/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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354 Metalworking Machinery

INDIA—Geared center lathes (above 13" height of centers), surface grinders (above 18"x6" table size), pneumatic power hammers (above 10 cwt. capacity), mechanical and hydraulic power presses (above 100 tons capacity), universal punching and shearing machines, guillotine shearing machines, die sinking machines, horizontal boring, drilling and milling machines, plano millers, broaching machines, honing machines, gear hobbing and gear shaping machines, gear tooth grinding machines, profile grinders, thread rolling machines, radial drilling machines. J. N. Marshall and Co. (importer, manufacturer), Savoy Chambers, 5 Wallace St., P.O. Box 608, Bombay 1.

357 Office Machines

SOUTH AFRICA—Electrically operated, automatic, check-weighing scales; capacity up to 5 lb. J. Solomon & Sons (Pty.) Ltd. (manufacturer's agent), P.O. Box 675, Cape Town. WTD 2/21/63.

SWITZERLAND—Electronic calculating machines. Multanova AG., Untere Heslibachstrasse 46, Küsnacht/ZH. WTD 4/30/64.

358 Service Industry Machines

NETHERLANDS—All types of coin-operated vending machines, especially coffee vending machines. N. V. Commissiehandel v/h Julius van Roosendaal (sales agent, commission merchant), Beursgebouw, Coolsingel, Rotterdam.

361 Electric Transmission, Distribution Equipment

GERMANY—Testing and measuring instruments and equipment for high voltage lines (220/380/500 volts and 10,000/20,000/30,000/40,000 volts, etc.). c.i.f. Hamburg/Bremen. Helmut Petersen (sales agent), Spezialbüro für EVU-Bedarf, 7 Melemstrasse, 6 Frankfurt/Main.

Relays, switches of all types. Manufacturer, distributor requests quotations c.i.f. Rotterdam. Weiss Elektronik Elektronische Regel-u. Steuergeräte H. Weiss & Co., 33 Brotstrasse, 55 Trier.

Instruments to be used in taking electrical measurements. Seeks agency representation for Lands Hesse, Palatinate, Rhine-Hesse, and adjacent areas. Hugo Spengler (sales agent), 32 Kiesbergstrasse, 61 Darmstadt.

366 Communication Equipment

SWITZERLAND—Traffic control system equipment; industrial television equipment; radar equipment. Multanova AG. (manufacturer, retailer), Untere Heslibachstrasse 46, Küsnacht/ZH. WTD 4/30/64.

367 Electronic Components, Accessories

GERMANY—Transistors; manufacturer, distributor. Requests quotations c.i.f. Rotterdam. Weiss Elektronik Elektronische Regel-u. Steuergeräte H. Weiss & Co., 33 Brotstrasse, 55 Trier.

NETHERLANDS—Exclusive agency for the E.E.C. countries of manufacturers of electronic components and instruments. UNI—Office N.V. (importer, wholesaler, exporter, agent), P.O. Box 1122 or Botersloot 23, Rotterdam. WTD 4/28/64.

371 Motor Vehicles, Equipment

FRANCE—Automobile spare parts and accessories; defrosting devices, air-conditioners, accumulators, etc. Agent requests replies in French. Maurice Larchet, 5 Place d'Italie, Paris.

372 Aircraft, Parts

NORWAY—Transport aircraft and helicopters. Selco A/S (manufacturer, wholesaler, manufacturer's agent), P.O. Box 125, Lysaker.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Recording, control, and measuring devices of physical, chemical, and mechanical characteristics. Seeks agency representation for Lands Hesse, Palatinate, Rhine-Hesse, and adjacent areas. Hugo Spengler (sales agent), 32 Kiesbergstrasse, 61 Darmstadt.

Thermostats: manufacturer distributor requests quotations c.i.f. Rotterdam. Weiss Elecktronik Elektronische Regel-u. Steuergeräte H. Weiss & Co., 33 Brotstrasse, 55 Trier.

384 Surgical, Medical, Dental Instruments and Supplies

GERMANY—Bandages and dressings, importer, wholesaler, sales agent, requests quotations c.i.f. Hamburg/Bremen. Ottomar Päsel & Kurt H. Stieler, 10 Löherstrasse, 6 Frankfurt/Main. WTD 9/20/62.

SWEDEN—Surgical instruments, specialty scissors. Svenska Saxbolaget (manufacturer), Arjäng. WTD 4/24/64.

394 Toys, Amusement, Sporting and Athletic Goods

FRANCE—Toys and games, infantsware, hobby-kits, and related plastic amusement articles for babies and young children, novelties and other types, including plastic dolls, pieces of furniture, automobiles, and airplanes. Agency for France or section thereof. Requests replies from manufacturers only, in French. Société des Moulages Plastiques Pessacais, Parc Industriel, Pessac, Gironde.

Leads for Importers

109 Metal Ores

CEYLON—Quotations are invited for the purchase of 125 long tons of monazite of 99% purity with a guaranteed rare earth oxide content of 66%, including thoria. The monazite is offered f.o.b. Colombo and will be packed in lined jute bags containing 112 lbs. apiece. The monazite is stored at the Monazite Separating Plant belonging to the Geological Survey Department, Government of Ceylon, Katukurunda. Closing date for quotations is June 19, 1964. Copies of notice can be obtained, on written application, from the Embassy of Ceylon 2148 Wyoming Ave., NW., Washington, D.C. 20008.

207 Confectionery

ECUADOR—Whole chocolate (dehulled, dehydrated, ground); liquefies over steam at 50°-60° C. Initial deliveries 10 tons per month 30 days after receipt of order, increasing shipments according to demand. Dr. Hector Rodriguez, Victoria-Marshmallow, P.O. Box 2060, Quito (manufacturer). Requests replies in Spanish. Samples for analysis are available upon request.

249 Wood Products

SWEDEN—Wooden: household ware, candlesticks, decorative birds, fowl and animal figures, including the Dala horses, hand-carved painted sculptures, goblins and figures, toys, table lamp stands, and teak goods including yarn winders; direct and agency. AB Webeco, Risasgatan 23, Goteborg SV (manufacturer). For leaflet (yarn winder) write to Commercial Intelligence Division, BIC, Room 6311, Department of Commerce, Washington, D.C. 20230. WTD 9/9/58.

283 Drugs

GERMANY—Pharmaceutical preparations: "Apyron"; "Eunova"; "Formamint"; "Kalzana D"; "Ruticalzon"; "Sanatogen"; "Solpyron." A. Wuelfing & Co. mbH. (exporter), 18 Graf-Adolf-Strasse, 4 Duesseldorf. WTD 4/21/64.

285 Paints, Varnishes, Lacquers, Enamels

SWEDEN—Joint putties for hot houses and building industry; agency or direct. Uno Borgstrand (manufacturer), Industrigatan 12, Malmo O. WTD 4/14/64.

307 Plastic Products

SWEDEN—Flowerpot covers, gift articles, tame and wild animals (plastic); direct and agency. AB Arsani (manufacturer, wholesaler), Vattenverksvagen 1, Malmo O. WTD 1/16/59.

Plastic vacuum bottles and jugs; paper filter coffee maker. Ge-Ha Plast Ab (manufacturer), Villa Nygarda, Halsingborgsvagen, Angelholm.

Plasticized polyvinylchloride foil, thickness .002"-.03" for various uses including baby pants. Svenska Gummifabriks AB, Gislaved (manufacturer). 7/26/62.

314 Footwear

FINLAND—Exporter-importer, representing several shoe manufacturers, offering wide variety of sports and ordinary shoes for men, women and children. Europort Oy, E. Esplanadikatu 24, A, Helsinki. WTD 2/12/64.

FRANCE—Sports and play shoes sold under the trade name "chaussures techniques Patrick," light-weight sturdy articles, supple cowhide uppers, unbreakable synthetic soles or molded, anti-slip rubber soles, including athletic and sporting shoes designed for football and rugby (equipped with replaceable nylon cleats); track and training (with steel-tipped cleats); bowling; tennis; boxing and wrestling; skating; basket and volley-ball. Also after-ski boots and shoes, and moc-style shoes. Direct sales to American importers, except in eastern part of U.S. Etablissements Patrice Beneteau & Ses Fils (manufacturer, wholesaler), Pouzauges, Vendee.

325 Structural Clay Products

SWEDEN—Vitrified ceramic floor tiles; direct and agency. AB Hoverken (manufacturer), Bromolla. WTD 10/11/62.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Spades, shovels, and hand tools. Idealspaten-u. Schaufelwalzwerk, vorm. Eckardt & Co. GmbH (manufacturer), 5804 Herdecke/Ruhr. WTD 4/16/64.

352 Farm Machinery, Equipment

GERMANY—New type of earth augers for agricultural uses; plowshares, agricultural, various types; multipurpose carts, litter. Idealspaten-u. Schaufelwalzwerk, vorm. Eckardt & Co. GmbH (manufacturer), 5804 Herdecke/Ruhr. WTD 4/16/64.

364 Electric Lighting, Wiring Equipment

SWEDEN—Incandescent home lighting fixtures; street, industrial, school fluorescent lighting fixtures. Cebe AB (manufacturer), Svalov. WTD 4/27/64.

362 Electrical Industrial Apparatus

NEW ZEALAND—Aquaflow marine temperature control unit for cooling auto engines when converted to marine use. Lakesyde Engineering Service, 9 Isobel St., Rotorua. (Manufacturer). WTD 10/8/63.

509 Wholesalers

MOROCCO—Hand-made leather, metal, wood artisanal items. Ets. Vereurope, 40, rue Ibn Batouta, Casablanca.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ANGOLA—Jose Baptista Borges, representing Agro-Tecnica, Lda., Caixa Postal 10.1, Luanda, interested in (1) importing **automotive spare parts, asbestos, agricultural machinery (equipment for packing bananas and for a daily capacity of 1,000 to 2,000 kgs. pineapples), insecticides, and equipment for tanning and shoe industry (leather shoe manufacturing; daily production of 500/750 pairs);** (2) **exporting coffee, bananas and palm oil;** (3) contacting U.S. entities interested in financial investment or in constituting new companies in Angola. Also requesting technical information on complete **leather shoe factory.** May 27 via New York for 60 days. c/o Casa de Portugal, 447 Madison Ave., New York, N.Y. Itinerary: New York, Albany, Chicago, San Francisco, Los Angeles, Amarailo, Tulsa, Washington, Philadelphia.

ARGENTINA—Pablo Zizzi and Horacio Norberto Schoijett representing C. Della Penna, Sociedad Anonima, Parana 464, Buenos Aires, interested in **paper and pulp, fancy papers, playing and greeting cards, school supply manufacturers** with a view to obtaining licensing agreements and importing machinery and equipment for their plant; also requesting technical information on above. Last week May via New York for 30 days. c/o Argentine Consulate General, 12 West 56th St., New York, N.Y. Itinerary: New York, Washington, Cleveland, Cincinnati, Kansas City, Mo., Houston, Los Angeles, San Francisco; others as needed.

AUSTRALIA—John Grinston, representing John Grinston & Co. Pty. Ltd., 143-5 York Street, Sydney, N.S.W., interested in sales representation in Australia for U.S. manufacturers or converters of **piece goods.** May 26 via New York for 6 weeks. c/o San Carlos Hotel, 150 E. 50th St., New York, 22, N.Y.; Mr. Richard Feaman, 140 Mt. Vernon St., Newtonville, Mass. Itinerary: New York, Boston (3 weeks each).

B. Haran, representing Haran & Company, 296 Collins St., Melbourne, C.L., Victoria, interested in: (a) exclusive agency for **educational toys, novelties and sundries;** (b) manufacturing under license **golf clubs, carts, leather bags, waterproof clothing, shoes, gloves, long-sleeved knitted sport shorts;** also requesting technical information on above. May 30 via New York for 2-3 months. c/o Qantas, 542 Fifth Ave., New York 36, N.Y. Itinerary: New York, Baltimore, Washington, Pittsburgh, Chicago, Minneapolis, St. Paul, San Francisco, Los Angeles and connecting cities.

A. F. Murray, representing Harper Davidson Industries Ltd., 6-22 Antoine St., Rydalmere, New South Wales, interested in contacting manufacturers of **aluminum ladders and garden furniture** with a view to entering into joint venture or licensing agreements; also requesting technical information on above. May 26 via Los Angeles for one month. c/o Portco Corporation, Terminal Sales Bldg., Portland, Oregon. Itinerary: Los Angeles, San Francisco, Portland, Chicago, Buffalo, New York.

AUSTRIA—Gustav Tatschl, representing G. Tatschl, Grosshandel mit Arzt und Krankenhausbedarf, Langgasse 16, Linz/Donau, interested in visiting modern hospitals and contacting U.S. manufacturers of **hospital and laboratory supplies, surgical instruments and equipment** with a view to obtaining agency; also requesting technical information on above items. Last week May via New York for 2-3 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Rochester.

ENGLAND—A. W. Wallace-Turner, President, Scientific Development Corporation (Great Britain) Limited, 47 Victoria St., London, S.W.1., interested in contacting **electronics manufacturers,** particularly on the **Pacific Coast.** Here until June 20. c/o Westbury Hotel, Madison Avenue at 69th Street, New York 21, N.Y. Itinerary: New York, Chicago, San Francisco, Los Angeles.

FRANCE—Jean Ravau, Partner, Etablissements Lambin & Ravau, Comines, Nord, interested in buying **textile machinery** and importing **textile automobile accessories and fasteners;** also requesting technical information on manufacturing of **ribbons.** May 25 via New York for one week. c/o Manhattan Hotel, Times Square, New York 36, N.Y. Itinerary: New York, possibly others.

Bernard Roth, representing Ets. Edgar Roth, 3 Rue d'Alger, Strasbourg, interested in buying **Douglas fir, hemlock, western red cedar, redwood,** on the west coast; **pitch pine and hickory** in Florida **(both logs and cut lumber).** May 25 via Seattle for 2 months. c/o Mr. Philippe Marmorat, Language Department, U. of Seattle, Seattle, Wash. (until first days June); Mr. G. Cleveland Edgett, West Coast Lumbermen's Assn., 1410 S.W. Morrison St., Portland, Ore.; Southern Pine Assn., National Bank and Commerce Bldg., New Orleans 4, La. Itinerary: Seattle, Tacoma, Portland, Eureka, San Francisco, New Orleans, Jacksonville, Savannah, Washington, New York.

INDIA—Bipin V. Mehta, Managing Director, and V. C. Patel, Chemical Engineer, Maize Products, P.O. Box 1072, Amhedabad 2, interested in buying machinery and arranging technical collaboration for manufacturing **dextrose and other starch products;** also requesting technical information on manufacturing corn and root starch products. Here through June 23. c/o The Plaza, Fifth Ave. & 59th St., New York, N.Y. 10019. Itinerary: Columbus-Decatur (May 25-29), Chicago (May 30-31), St. Louis (June 1-3), Los Angeles (June 22), San Francisco (June 23).

Lalbhai P. Patel, representing Electro Metallurgical Works Private Ltd., 20 Phirozzhah Mehta Road, Fort, Bombay 1, interested in **technical and financial collaboration for industrial projects,** viz.: (1) increasing production capacity of ferromanganese from 12.000 tons to 56.400 tons a year; (2) establishing: (a) low-carbon ferrochrome plant with capacity of 10 000 tons a year, (b) steel castings plant with capacity of 10,000 tons a year; (c) low alloy steel and construction steel plant with capacity of 20 000 tons a year. Also requesting technical information on above 4 projects. End May or beginning June via San Francisco for 3 weeks. c/o Associated Metals & Minerals Corp., 593 Market St., San Francisco, Calif. Itinerary: San Francisco, New York. others as required.

INDONESIA—Hsieh Kuo Chen, representing P. T. Dunia Trust and Inimac Knitting Factory, 9A Djalan Asemka, Djakarta, interested in importing (a) **machinery and sundries** for Southeast Asia; (b) **circular knitting machinery and cotton yarns** for Indonesia. May 30 via New York for one month. c/o Indonesian Pavilion, New York World's Fair, New York, N.Y. Itinerary: New York.

ITALY—Natale Eugenic Giambertoni, representing General, S.a.S., Via Barbieri 3, Milan, interested in visiting plants of **electric household appliances, particularly washing machines;** also requesting technical information in connection with such visits. Here until June 18. c/o Park-Sheraton International Hotel, 56th St. & 7th Ave., New York, N.Y. 10019. Itinerary: New York, others required.

ITALY—Roberto de Lutti, representing Emilio de Magistris, S.p.A., Via Cesare Correnti 6, Milan, interested in visiting plants producing **waterproof paper and cords** with a view to arranging licensing and/or agency agreement for sale of such products in Italy. May 26 via New York for 2 weeks. c/o Belmont Plaza Hotel, 49th St. & Lexington Ave., New York, N.Y. 10022. Itinerary: New York, Washington, Chicago, Buffalo.

JAPAN—Masahiko Omoto, representing Hazama Gumi, Ltd., Nagoya Branch, 5-7, Niyukihonmachi-dori, Naka-ku, Nagoya, interested in inspecting **dam construction** techniques. Here until June 10. c/o Okura & Co., New York, Inc., 250 Broadway, New York, N.Y. 10007. Itinerary: New York, Washington, Detroit, Chicago, Knoxville, Oakland, Chattanooga, San Francisco, Seattle, Los Angeles.

KENYA—B. S. Mohindra, O.B.E., representing B. S. Mohindra and Co., Gulzaar St., P.O. Box 1832, Nairobi, interested in (a) contacting U.S. **importers of Kenya wood carvings and curios;** (b) importing **transistorized type recorders and similar equipment such as radios;** (c) manufacture of **electrical home appliances.** May 25 via New York for 3 weeks. c/o Standard Bank Ltd., 67 Wall St., New York, N.Y. Itinerary: New York. Cleveland, Chicago, Indianapolis, Los Angeles, San Francisco.

Daphne T. Qiggan, representing Denovan and Company Ltd., P.O. Box 109, Nairobi, interested in obtaining regular supplies of **end-ofseason and stock surplus lines and requesting technical information on packaging aerosols and manufacturing lead.** Late May or early June via New York for one month. c/o Mr. John Fischer, Cyrus J. Lawrence & Sons, 115 Broadway, New York, N.Y. Itinerary: New York, Sarasota, Chicago.

NETHERLANDS—J. V. Colijn, Engineer, N. V. Hollandsche Beton Maatschappij, 80 Distelweg, Amsterdam, interested in developments in **building and construction equipment and piling techniques** and desires: (a) discussions with manufacturers of **building cranes** and with manufacturers' associations; (b) visiting large projects. Also requesting technical information on training personnel handling large equipment; research of building machinery techniques. End May via New York for 3 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, Chicago; possibly others on East Coast.

PAKISTAN—Mohammed Bashir Chaudhry, representing Bashir Jamil & Brothers, Mujahid Road, Sialkot, interested in: (a) **exporting surgical instruments and scissors** of all sorts; (b) **importing stainless steel bars, sheets, files, polishing compounds, salts, emery and kraft paper butter, tissue, grinding wheels, can screws.** May 26 via Los Angeles for 1 month. c/o John B. Rand Co., 8 West 33rd St., New York, N.Y. Itinerary: Los Angeles, Detroit, New York, Chicago.

PERU—Santiago Garcia Valero, Export Manager, Pisco Montesierpe, S.A. Humay, Pisco, interested in contacting prospective agents or distributors for the **sale of Peruvian pisco (brandy) in U.S.** Here indefinitely. c/o Peruvian Consulate General, 10 Rockefeller Plaza, New York, N.Y. Itinerary: Miami, New York, Washington, San Francisco, Seattle.

WEST INDIES—Charles Attale, Sales Manager, Gordon, Grant & Co., Ltd., 10 St. Vincent St., Port of Spain, Trinidad, interested in contacting packing houses for **bacon and for picnic hams and suppliers of maize (cracked and whole).** May 26 via New York for 15-21 days; via San Francisco middle August to middle September. c/o Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y., 10019. Itinerary: New York, San Francisco.

SWEDEN—Clinton A. Jaycox, representing JACA Services, P.O. Box 16026, Goteborg, interested in **providing trade services, representation and agencies in Scandinavia for U.S. manufacturers of technical and industrial products and requesting** technical information on **ultrasonic cleaning of aircraft instruments.** May 25 via New York for 4 weeks. c/o J. A. Clinton Associates, Inc., 99 Passaic St., New Providence, N.J. Itinerary: Pittsburgh, Dayton, Detroit. Chicago, others on arrangement.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April, unless otherwise marked.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Iraq, May.

Feedstuff Importers, Dealers and Manufacturers—Italy.

Furniture Manufacturers—United Arab Republic, May.

Glass and Glassware Importers, Dealers and Manufacturers, Chinaware and Household Pottery Product Importers and Dealers—United Kingdom.

Seed and Bulb Importers, Dealers and Exporters—Ceylon.

Sporting Goods, Toy and Game Importers and Dealers—Denmark.

Sporting Goods, Toy and Game Importers and Dealers—Thailand.

Textile Industry—Hong Kong.

Greece wants bids on 2 dairy products plants

The Agricultural Bank of Greece has announced Tender No. 1813 for the supply, installation and initial operation of milk, cheese and butter plants in Janena and Rhodes.

The work will include complete equipment for processing milk, cheese and butter, including refrigeration, air conditioning, and the necessary electrical power equipment.

Bids should be sent to the Agricultural Bank of Greece, Supplies Service-Supplies Section, 12-14 Karageorgi Servias Street, Athens. Bid deadline June 30.

A copy of the tender is available on a 5-day loan basis to firms domiciled in the U.S. from the GIE&C Division, BDSA, Room 4022, Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-5589.

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Calendar *for international traders*

May

25—All-day conference/consultation on "Opportunities for Trade and Investment in India," Field Office, **St. Louis, Mo.** sponsors. REEC, World Trade Club, Chamber of Commerce. Speakers: M. Gopala Menon and Chester Leaber, Indian Investment Center, New York.

26—Seminar, "Legal Aspects of Doing Business Abroad," 3:15 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

26—Export expansion meeting, Orrington Hotel, **Evanston, Ill.** Sponsors: Chamber of Commerce, Department of Commerce.

26—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce. Field Office, **St. Louis, Mo.**

26—Export Managers Club of New Orleans, luncheon-meeting, Monteleone Hotel, **New Orleans, La.**

26-27—Export Sales Opportunities Conference, The Hermitage Hotel, **Nashville, Tenn.** Sponsors: Sales & Marketing Executives of Nashville, Inc., REEC, Memphis Field Office, Department of Commerce.

26-29—First National Convention of Consulting Engineers, Brown Palace Hotel, **Denver, Colo.** Speaker: Jack N. Behrman, Asst. Secretary for Domestic and International Business.

27—"An Introduction to Exporting." Special workshop, Kansas City Chamber of Commerce Board Room. Sponsors: Kansas City REEC, Field Office, International Trade Club, **Kansas City, Mo.**

27-28—National Conference on International Economic and Social Development, annual meeting, Statler-Hilton Hotel, **Washington, D.C.**

28—Toledo Council on World Affairs Luncheon. **Toledo, Ohio.** Speaker: Lawrence McQuade, Deputy Assistant Secretary for Financial Policy.

June

1—Delaware's 2nd annual World Trade Conference, Hotel du Pont, **Wilmington, Del.** Sponsors: Delaware State Chamber of Commerce, Department of Commerce, Small Business Administration.

2—Round Table Conference, National Association of Credit Management, 1:30 p.m., Advertising Club, **New York, N.Y.**

4—Newark Regional Modernization Conference, **Newark, N.J.** Sponsors: Chamber of Commerce of Newark, Department of Commerce New York Field Office. Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

8—National Metal Trades Association convention, Willard Hotel, **Washington, D.C.** Speaker: George Donat, Administrator, BDSA.

8-10—University of Illinois Executive Seminar on Trading With Africa, University of Illinois, **Urbana, Ill.** Speaker: Bernard Blankenheimer, Bureau of International Commerce.

8-11—16th annual World Congress of the International Advertising Association, Waldorf Astoria Hotel, **New York, N.Y.**

9—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

9—Businessmen's consultations with members of U.S. Trade Mission to Australia-New Zealand, Federal Bldg., **Minneapolis, Minn.**

9—Business Equipment Manufacturers Association, International Commerce Committee luncheon, BEMA Headquarters, **New York, N.Y.** Speaker: Claude Courand, Director, American Republics Division, Office of International Regional Economics, BIC.

9—U.S. Brewers Association Annual Convention, International Inn, **Washington, D.C.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

10—Air-Conditioning and Refrigeration Institute, Foreign Trade Committee luncheon, Chemists Club, **New York, N.Y.** Speaker: Raymond Spencer, Office of International Trade Promotion, BIC.

10—Boston Regional Modernization Conference, Sheraton Plaza Hotel, **Boston, Mass.** Sponsor: Department of Commerce, Boston Field Office. Speakers: Franklin D. Roosevelt, Jr., Under Secretary of Commerce, E. E. Schnellbacher, Asst. Director, BIC.

10—Businessmen's consultations with members of U.S. Building Supplies & Equipment Trade Mission to Germany, **Atlanta, Ga.** Sponsors: Department of Commerce Field Office, REEC.

10—Businessmen's consultations with members of U.S. Trade Mission to Venezuela and Germany, Sheraton Motor Inn, **Buffalo, N.Y.** Sponsors: Buffalo Area Chamber of Commerce; Department of Commerce, Buffalo Field Office; Western New York REEC.

11—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

11—Businessmen's consultations with members of Australian-New Zealand, German and Venezuelan Trade Missions, Chicago Field Office, **Chicago, Ill.**

11—Export Expansion Workshop. Kansas Power and Light Auditorium, 2 p.m., **Topeka, Kan.** Sponsors: Kansas City REEC, Field Office, Topeka Chamber of Commerce.

12—Businessmen's consultations with members of U.S. Trade Mission to Venezuela, Germany and Australia, Rochester Chamber of Commerce, **Rochester, N.Y.** Sponsors: Rochester Chamber of Commerce; Department of Commerce, Buffalo Field Office; Western New York REEC.

12—Venezuela Trade Mission Terminal Conference, Hotel Peabody, **Memphis, Tenn.** Sponsors: Memphis Area Chamber of Commerce, Memphis Field Office.

12—Institute of Electronic and Electrical Engineers Conference, Pratt Institute, **Brooklyn, N.Y.** Speaker: Louis H. Neimann, BDSA.

15—Terminal conference. Trade Missions Australia and New Zealand, Sheraton-Cleveland Hotel, **Cleveland, Ohio.**

16—16th Cleveland Export Expansion Conference, Field Office, Department of Commerce, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

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